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Tr

# APPALACHIAN NURSERIES

W. J. BILLERBECK

L. F. BILLERBECK

P. O. BOX 87  
FAIRVIEW AVENUE  
WAYNESBORO, PENNA.

## LINERS FOR SPRING 1962



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Nurseries  
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Members  
American Association Nurserymen  
Rhododendron Society  
Holly Society  
Propagator's Society  
Most Nearby State Nursery Associations



**PRICES** are FOB Waynesboro, Penna. Delivery by our truck direct to your establishment, at very reasonable rates, or you can pick up the stock with your own truck. We make no shipments by common carriers because packing costs and transportation charges are entirely out of proportion.

**RATES AND QUANTITY DISCOUNTS:** Prices shown are "per 100", but apply to flatfulls. 50-2" banded plants are a flatfull, and 100 rates apply; likewise 24-3" banded plants, or 20-3" clay pots, or 11-4" clay pots, in each case make a flatfull, and the 100 rates apply. To illustrate, 50 Abielias in 2" bands are a flatfull, and 100 rate applies; but, 11 Magnolias in 4" pots are a flatfull, and are sold at 100 rate for the 11 plants. 300 or more plants of a single variety are sold at 5% off the 100 rate quoted; 1000 or more plants of a single variety are sold at 10% off the 100 rate.

## TERMS

1. 2% 10 days; net 30 days if you have established credit previously with us. If you have not previously had an account with us, and wish to open one, give us a couple of references: — preferably a bank and a wholesale nurseryman with whom you do business.
2. You don't need cash to buy from us. — That is, not now. All you need is a \$5. bill and either open an account with us (as outlined above in 1) or pay our driver when the stock is delivered. If your order is \$100. or less, please pay the driver. Cost of bookkeeping goes up. Our driver is bonded, and is authorized to receipt your invoices.
3. If you wish to do considerable planting and need your working capital to operate your business, we likely can help. Tell us your story, and we shall try to work out something for you.
4. Special Discount for Early Orders with Payment in Advance. On orders with cash in full attached  
**RECEIVED BY US BEFORE THE END OF:**  
January, take 5% discount  
February, take 4% discount  
March, take 3% discount  
April, take 2% discount

Estimate the delivery charge (from back pages of this catalog) and add it to your order, and take the discount on it too. Acknowledgment will be sent you at once, and if you forward too much money, the overage will be refunded.

5. HAVE PLANTS; CAN FINANCE.

**OUR TRUCK DELIVERY SERVICE:** Because present day packing and transportation costs are much too high, we make deliveries with our own trucks. The trucks are equipped with special bodies, and the plants are delivered in flats; thus there is no packing charge. Deliveries are made statewide to the following: Connecticut, Delaware, Illinois, Indiana, Iowa, Kentucky, Maine, Maryland, Massachusetts, Michigan, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Virginia and West Virginia. We will deliver anywhere we can accumulate orders for a full minimum load. Deliveries will be made of lots of any quantities in the areas and states mentioned above.

**DELIVERY CHARGES:** See pages 33 to 36.





## BRAINSTORMS

Chances are you did your stint in one of Uncle Sam's Services. So you know what we mean. Around the middle of the night somebody blows the whistle. Before you can get the scoria out of your mouth, the top kick, or some equally obnoxious character yells at you to haul dernier over to class room A62R064 on the double. So you break your neck. Then you park around for half an hour before the demon shows.

"Tension"! Saluting, and other formalities completed you are told to sit down. He unrolls a bundle of tools and holds up a wrench. "This is an open end wrench." Five times the guy says it. Then, "This is a box wrench", ten times. He's given you the same twaddle for ten days now, and all the time it has been about a lot of tools you used on your first hotrod when you were 10.



But that's how you get a story across - repetition - the same commercial time after time after time. Maybe different words, but always the same theme.

Without attempting to plagiarize the armed services, we wish to repeat some former comments in former price lists and Service Bulletins, and garnish a few others. Please don't become weary with us. After all, this will be about how you can save money and grow better nursery stock, so we know you will be delighted.

## Appalachian Services

We hope you will excuse us if we appear somewhat dogheaded about the matter, but it seems so very important to mention Appalachian's many services again. Hundreds of letters come from our good customers each year, telling us how sweet are one or another of the many facets of Appalachian's service. Suppose you are one of those unlucky persons who aren't regular Appalachian customers. You definitely should know how you can save mucho dinero trading with us. Or, suppose you are one of our much loved "regulars". Read on anyway. You just might find a jewel of an idea tucked away in the stimulating words below.

**DELIVERY SERVICE.** Unless you come here for it, we deliver your shipment right to your door in our own trucks. That saves considerable money for you, and your plants arrive in first class shape. 'Condition on Arrival' will be mentioned later. For the moment let us dwell upon this delivery service and how it saves you money. Pages 33 to 36 of this booklet give you samples of our transportation charges. Only sample rates are shown (on pages 33 to 36) but your shipment will be delivered right to your door. To quote in this catalog rates to all towns in all the states we cover would be impossible. Our charges are based upon 1949 Railway Express rates, with discounts of 25% to 66-2/3% from the Railway Express Agency '49 rates. So we are hauling the stock to you for 1/4 to 2/3 less than R. R. Express



would have transported them in 1949. Today on a 600 lb. shipment (20 flats) to Cleveland, Ohio, charges would be \$41.82 by R. R. Express (Bridgeport and Torrington, Conn., Great Barrington, Mass., Albany, Poughkeepsie and Utica, N. Y., Ashtabula and Columbus, Ohio, and Charleston, W. Va. take the same rate). Our charge for 20 flats (600 lb.) to Cleveland (or any of the other points mentioned above) is \$13.40. So you save better than 2/3 of transportation costs alone.

**PACKING CHARGES.** To pack banded or potted plants, even in corrugated containers, costs from 1½ to 2½¢ per plant. You throw the crates or containers on the dump, so the "packing charge" is only an expense that benefits no one. Appalachian's plants are left right in the flats (or pots) and the flats (or pots) are yours. So there are no packing charges. Some nurseries add two to three cents per plant to their listed prices, and advertise "NO PACKING CHARGES". Don't be misled. If they pack it, you pay for it. Note that another of Appalachian's Services is saving you two to three dollars per hundred on packing charges.

**PLANTBANDS AND POTS.** A plantband is merely a bit of veneer lumber, cut and scored so that when shaped it is a square or rectangular imitation pot. Of thin veneer, and easily set up, it is inexpensive. A 2 x 2 x 2½" plantband holds almost as much soil as a 3" clay pot. Yet, one of our flats holds 50 2 x 2 x 2½" plantbands, but only 20 3" clay pots. That means less storage space while the plants are growing; less space per plant on deliveries; smaller areas to water and fertilize for a given number of plants. Also, banded plants are handled by the flatful. Pots (clay, plastic, or what have you) are handled singly. You pick 'em up and lay 'em down one at a time. There's a big difference in labor cost.

An experienced potter will easily plant around 5000 plants per day in plantbands. The average daily potting into clay pots is about 2500 to 2700. So plants in bands cost less all along the line, and you reap the benefit in lower prices. We consider the lower prices of banded plants an important item of Appalachian's services.

Some varieties of plants just don't take kindly to the plantband program for one reason or another. Hemlocks and Pyracanthas are good examples. Hemlocks grow so slowly that they must be kept in containers for several years, and by that time the flats are rotted out. Pyracanthas do very well in bands for several months, and then the slim wirey roots hunt out the cracks in the flats and go down through and into the soil. So such things are planted into pots. Thus the roots go along to you with the tops, and the plants will grow well for you. As a sidelight, it is not out of order to again mention here the fact that the pots go with the plants, is for you a comforting bit of Appalachian's service. You aren't forced to drop everything and rush to get the plants into the ground. Just set them some place where they will be watered when they need it and plant them when you are in the mood. Do the same thing with banded plants. Place all but ericaceous plants (Azaleas, Rhododendrons, etc.) in full sun. Shade ericaceous plants 50% for best results.





**CONDITION OF PLANTS ON ARRIVAL.** Grown under ideal conditions; selected by experienced help for your particular order; loaded by experienced employees; never crushed nor bundled; rarely in transit more than 48 hours, even to the more distant points, you can rightfully expect beautiful plants when they arrive. You'll be happy with them.

**TIME OF DELIVERY.** It is in this "Time of Delivery" area that Appalachian renders one of its most appreciated and valued services. Having started in the nursery business some 40 odd years ago with a budding knife in one hand and a hoe in the other, we think we know something about the problems and difficulties, as well as the rewards and gratifications that are the nurserymen's lot.

Some nurserymen make their lives miserable by simply not realizing what we can do to help relieve the pressure for them. They attempt to design, sell, dig and plant for their customers, and at the same time, prepare ground for their own plantings. They buy bare root liners which definitely should be planted immediately upon arrival.

Usually their fields are too wet to work properly when the bare root liners must be planted, and they don't have the time to plan and supervise, so they skimp. They don't dare skimp on customer service and/or customer plantings, or they won't be able to collect. So they skimp on their own plantings. Or maybe they just "heel in" a lot of expensive liners, and don't get them planted before the plants start to grow. Then they are faced with the problem of whether to take a chance on weather and plant anyway, or leave them "heeled" until fall.

Suppose they decide to plant, and the weather turns dry and hot. The loss will be considerable. Or suppose they decide to leave them "heeled" until fall. Unless the heeling job was carefully done, and the plants spread out well the smaller and weaker plants will likely have rotted off, so again, the loss is considerable.

Now, let's look at the nurseryman who uses only banded and potted liners. First he takes care of his customers. He concentrates all of his efforts on doing an outstanding job for them. Thus he creates much goodwill; more business accrues, and his bills are easy to collect. So the whole operation is highly pleasant and profitable.

Then, when the peak of his rush is over Appalachian's van arrives with his banded and potted liners. His first crop of weeds are up, and he can quickly disc them in. So he eliminates one round of cultivating and hoeing. He has time to plan and get his planting job properly done. The roots of the banded and potted liners are growing in the potting medium, and the plants don't know they are moved.

Our deliveries start May first to tenth, depending upon the season. The first deliveries are to the more southerly and coastal areas. As the weather moderates, inland and northerly routes are covered.

As years have ticked along, orders have come in for shipment later and later in the summer. In the good year of 1961 orders kept coming until almost the

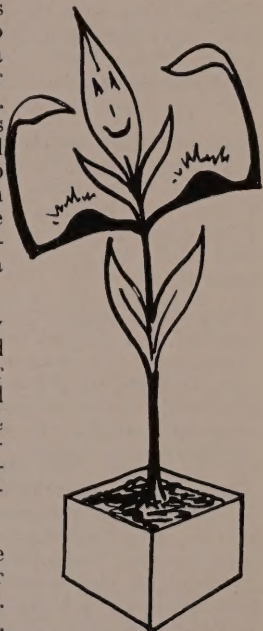


middle of August. As quickly as sufficient orders were on hand to make up a load for a general area, the merchandise was shipped.

A short short about one of our good customers might illustrate the flexibility of the banded and potted plant program. Some eight or ten years ago he sent us his first order in midwinter. He wrote "Planting time in our area ends April 20th, so we want this stock before that date." When acknowledging his order we explained that shipment would have to go with our regular deliveries in his area which would be around May 15th to 20th. On April 20th he wired "Ship in 24 hours or cancel our order". We called him by 'phone and he reluctantly agreed to accept delivery May 15th to 20th. He orders from us each year now. His '61 order bore this notation, "Don't ship until after August first. We are leaving on a trip to Europe in June, and won't have time to plant until we return."

You can see that liner deliveries in May and June can actually remove much of the spring rush pressure, and, because you have no losses, be highly profitable. So, to repeat, we consider "Time of Delivery" an outstanding Appalachian service.

**PROPERLY GROWN.** You can expect Appalachian to give you more for your liner dollar. The plants are bigger, huskier, better rooted, perfectly healthy, and bug-free. Unless you are one of our regular subscribers, it may come as something of a shock to you to learn that we do not use a pound of soil (as such) a year in our potting operations. Everything we produce is grown in a mix of peat and perlite. It's sterile, so we ship you no headaches in the form of bugs, weeds nor soil borne diseases. Just nice, clean, healthy plants. Can you think of a better service?



**SERVICE BULLETINS.** Every now and then we feel impelled to take pen in hand and answer a lot of questions with one bold and daring swipe. The result, a heterogenous jumble of confused thoughts, is hidden behind the title of "Service Bulletin". Thus, poetic license.

Four of these Bulletins have been issued to date, and any or all are yours for the asking. The first, Service Bulletin No. 1, issued in '54 outlines a series of views, including some which are intended to prevent many trips to the aspirin bottle by helping to eliminate the more common mistakes. Spacing of stock in the fields, planting depth, types of soil for different groups of plants, acidity and alkalinity of soils, selling suggestions, and some other subjects, related to, or not related to the nursery business, are discussed. If we were to reissue said bulletin today, we would, in the





light of our more recent experimental work, make one correction. On pages 14 and 15 we recommend planting liners in beds or the field for a year, and then transferring to containers, provided you are a "canner". More recent experimental work, as witnessed by our Service Bulletin No. 2 tells us that these banded and potted liners are the cats' for potting directly to containers.

Service Bulletin No. 2 is a step by step chronicle of how you can make a fortune growing plants in contains. As is often the case when an attempt is made to cover all aspects of a subject, several fundamental points were inadvertently omitted entirely, or not treated sufficiently.

Part of a letter from one interested individual reads as follows: "I assume that there is good reason for using perlite in the mixes outlined in your Bulletin No. 2, but since I do not understand the reasoning (other than that it is referred to as a substitute for sand) I can only state that, in my opinion, I believe there may be better ways . . . ."

That does expose us! Maybe we just took for granted that all nurserymen understand some of the following important facts;

1. Air is as necessary to the roots of plants as to the leaves. Clayey types of soil, which are inclined to remain too moist (or even much too wet) for most plants, prevent movement of air, not only because of the very fine particles native to clay, but the excessive moisture also prevents movement of air.
2. Adding sand to clay soils (or clay to sand) actually defeats the purpose. Alternate watering and drying produces a concrete-like substance which definitely prevents air movement and is otherwise not to the plant's liking.
3. Lime added to clay soils sets up a chemical reaction which tends to encourage a number of clay particles to adhere to each other, thus forming larger soil particles, which allow better passage of air and drainage of moisture. Many of the types of plants nurserymen grow, respond badly to the lime, so some other composition of materials is highly desirable for container (whether plantband, pot or can) growing.
4. Peat and peat mosses are similar in composition to many excellent plant growing soils, but most peats and mosses retain too much moisture. So a drainage encouraging substance must be added to produce optimum results.
5. Some objections to sand have been mentioned, but mixed with peats, the surface (dune) sands are satisfactory. The reason surface or dune sands are satisfactory in some areas is explained in the bulletin (No. 2). However, with surface sands you often have weed seed problems and sterilizing is necessary.
6. Perlite is not only sterile and free of weed seeds and bacteria, but is also much lighter in weight -  $7\frac{1}{2}$  lb against 100 lb per cu. ft. of sand - so handling and transportation costs are much less.



To sum up, perlite is the one substitute for sand, which not only provides the aeration and drainage plants need to grow best, but it is free of weeds, clean, and much lighter in weight. (Write to Texas Agricultural Experiment Station, Attention R. D. Lewis, director, College Station, Texas for bulletin MP 420, March, 1960, for results of their experiments with peat perlite mixes.)

There! We pant as we express the hope that we have explained away the very fundamental question of "Why Perlite?"

**FERTILIZING AND GENERAL CARE OF CONTAINER GROWN PLANTS.** During the past couple of years some thirty or forty nurserymen-friends have brought to us specimens of container plants which either had the "pip" or had already passed on. No attempt was made to keep a chronological record of these requests for help, but below are recollections from memory: To us, this indicates that our Bulletin No. 2 failed to cover all the subjects it should have. Had it been more complete, these problems experienced by our customers would not have arisen.

- a. In possibly three or four cases improper pH adjustment had been made by the addition to the mix of improper additives (limes, etc.). The result was much too sweet or much too sour growing mediums. The plants were unable to pick up and/or use the nutrients (fertilizer) applied. Chemical reaction of the too sweet or too sour mediums made the foods unavailable.
- b. In most of the cases the plants had starved for want of nitrogen. Of the three most used plant foods, nitrogen, phosphorus and potash, the latter two are reasonably stable. But nitrogen can be very elusive. Overwatering or prolonged rainy weather, can wash away solid chemical applications. Usually however, the lack of nitrogen was nothing more than failure to set up and follow proper feeding programs. In several cases the nitrogen content was so low that our testing equipment would not even measure it.
- c. In a couple of cases nitrogen content was so high that roots of the plants were killed. In each of these cases, a few questions elicited the information that heavy doses of high nitrogen fertilizers had been applied to make unnecessary a number of lighter applications. "If a little is good, a lot should be better", does not apply in fertilizing plants, either in containers or in the field.
- d. Several cases were mechanical troubles, such as heavy fertilizing under 50% or more shade. Sun-loving plants cannot make use of nearly as much food when partially shaded. Keep sunloving plants in full sun. Shadeloving plants want only moderate feeding. In fact, for shadeloving plants we have found organics (cottonseed meal, bloodmeal, or dried cow manure) most satisfactory. Overwatering or underwatering, planting too deeply, planting in containers with inadequate drainage openings, and watering mulched containers with those not mulched with resulting overwet conditions for the mulched





plants: All these errors had been committed in one or another case.



Please bear in mind that a plant in a container is like unto a bird in a cage. It lives on the food and water you supply. Most plants will tolerate wide ranges of conditions and foods, but there are limitations, and beyond those limitations the plants get sick and may die.

Actually, in our own growing procedures, we have made but a very few soil tests over the past year. When foliage color is good, and the plants are growing well, we consider the tests unnecessary. Using soluble fertilizers, at about one-half makers recommended strengths, adding about 4 oz. of Aqua-Gro and spray materials to the fertilizer, we apply the combo every weekend from first signs of growth in spring until frost. The results are most gratifying.

**WATERING PLANTS.** Several years ago we ran a series of experiments using a wetting agent called "Aqua-Gro." The results were so highly pleasing that we now use the stuff on everything we grow.



Instead of watering, spraying and fertilizing in separate operations on weekends, we now measure into a 50 gal. drum the fertilizer, spray material and 4 oz. of "Aqua-Gro". The drum is rigged on the three point lift on a tractor, and a pump works off the power takeoff. Using an ordinary garden hose nozzle instead of a fine misting spray nozzle, with plenty of high pressure hose, the job of feeding and spraying is quickly completed. The Aqua-Gro thus acts as a "sticker", distributes both fertilizer and spray material more evenly and the surplus sinks into the potting medium to act as a feeder, bug killer, and tension eradicator. The story of the action of Aqua-Gro is told in our Service Bulletin "Watering Plants" which is yours for the asking.

**"THE FACTS"** is our story on the growing and caring for Azaleas, Rhododendrons, and other sour soil loving plants. There are two bulletins to this set, one for your information, and another for your use on your customers. The set is free, and if you follow it carefully we know you can produce excellent sour soil loving plants, even in areas where the native soil is very alkaline.

Nobody, just nobody, in the nursery business but Appalachian offers you such full and detailed information as is contained in these Service Bulletins. We despair when we admit it, but the purpose of all of this service is prompted by selfishness. After all, if we can show you how to grow better nursery stock, and make more money, maybe you'll plant more liners, and just maybe you'll buy them from us.



# Banded Shrubs and Evergreens

## For 1962 Shipment

2" BANDS EXCEPT AS NOTED

Shipments will begin about May 1st to 10th.  
see "Our Truck Delivery Service" pages 33 to 36.

**RATES:** Prices are "per 100"; 50 or more 2" banded plants at the 100 rate; 24 (a flatfull) or more 3" banded plants at the 100 rate; 300 or more of a single variety at 5% off prices quoted; 1000 or more of a single variety at 10% off prices quoted. Minimum orders, 50 2", or 24 3" banded plants of a variety.

[Please Note: In the descriptive information, first is given the horticultural name, next the common name and ultimate growth (height) of the variety. Next the pH (sweetness or sourness) of soil preferred by the variety.]

**ABELIA grandiflora** (Glossy Abelia. 4 to 5') pH 6.0 to 7.5.  
An excellent shrub which will grow in most soils.  $\frac{3}{4}$ " blooms in clusters from midsummer to frost. Hardy in most of Pennsylvania, Ohio and along coast to Boston. 10.00

**ACANTHOPANAX sieboldianus** (Five-leaved Acanthopanax. 9') pH 6.0 to 7.5. A very hardy shrub valued chiefly for its foliage which remains on the plant long into the fall. Grows well in sun or shade and withstands city growing conditions. ----- 10.00

**ACER ginnala** (Amur Maple) (3" pots. See page 30.)

**AUGUSTINE** Ascending Elm (3" pots. See page 31.)

**AZALEAS** (See pages 26 to 29.)

**BERBERIS juliana** (Wintergreen Barberry 5') pH 6.0 to 7.5. Evergreen. Very thorny leaves and thorny twigs of dense habit. In great demand as a foundation shrub. Small yellow blooms in May followed by black berries in fall. ----- 15.00

**BERBERIS mentorensis** (Mentor Barberry. 5') pH 6.0 to 7.5. Upright type with dark green foliage and excellent fall color. Very drought resistant. Dark red berries. --- 12.00

**BERBERIS thunbergi atropurpurea** (Red-leaf Japanese Barberry. 5') pH 6.0 to 7.5. These plants are certified true, and this variety is not the Barberry which carries wheat smut spores over winter. Excellent as a hedge or for specimen planting against any but red painted buildings. Bright red berries. ----- 6.50

**BIOTA aurea nana** (Thuja orientalis. Beckmann's Golden Arborvitae. 5') pH 6.0 to 7.5. Bright golden yellow foliage; compact, conical growth. Limited quantity. --- 17.50

**BUXUS microphylla compacta Kingsville** (1') pH 6.0 to 7.5. Originated by Henry Hohman nurseries of Kingsville, Md. A very dwarf compact plant, much hardier than American Boxwood (*Buxus sempervirens*) and very fine for low hedge or border. Because it is so very slow growing, the one year plants are small, but they are rugged and thrifty. ----- 12.50

**BUXUS microphylla koreana** (Korean Boxwood. 4') pH 6.0 to 8.0. Hardest of the known forms of Boxwood. Will grow in partially acid or sweet soils but prefers mulch in summer. ----- 12.50





- BUXUS sempervirens** (American Boxwood. 12') pH 6.0 to 7.5. Likes good soil well drained. The American Boxwood is hardy over a much greater area than the English. This variety grows satisfactorily throughout the southeastern quarter of Pennsylvania and along the coastal states to Boston. Evergreen with leaves about  $1\frac{1}{4}$ " long. Not difficult to grow. ----- 12.50
- BUXUS sempervirens Welleri** (Weller's Hardier American Boxwood. 8 to 10') pH 6.0 to 7.5. Introduced by Weller Nurseries of Holland, Michigan where it seems to grow satisfactorily. Quite hardy and probably can be grown throughout most of the state of Penna. and other states of similar climate. Probably not quite as large growing as the common American Boxwood. ----- 12.50
- BUXUS suffruticosa** (Old English Boxwood. 3') pH 6.0 to 7.5. This is the true dwarf Old English type. Not as hardy as the American and some winters suffers foliage burn here at Waynesboro. Seems satisfactory along the coastal areas, Eastern Maryland and south. Very fine and very beautiful if it is hardy with you. ----- 13.50
- CALLICARPA japonica** (Japanese Beautyberry.  $4\frac{1}{2}$ ') pH 6.0 to 7.5. Inconspicuous pinkish flowers in early July followed by  $3/16$ " purple berries in fall. Prune heavily in winter to force new growth and thus profuse fruiting. ----- 9.00
- CALYCANTHUS floridus** (Strawberry Shrub or Sweetshrub. 5') pH 6.0 to 7.5. Large glossy leaves. Does well in almost any soil. Fragrant, dark maroon flowers in June. Dried flowers were used by your grandmother for sachet. ----- 8.00
- CARYOPTERIS Blue Mist** (Hardy Bluebeard. 4') pH 6.0 to 7.5. Lavendar blue flowers August to frost. Sometimes called Blue Spirea. ----- 9.00
- CARYOPTERIS incana Azure** (Azur Bluebeard or Azure Blue Spirea. 4') pH 6.0 to 7.5. A new and reputedly hardier form of "Blue Spirea". Blooms August and September with abundance of deep blue flowers. Prune severely in early spring for best flowering. ----- 11.00
- CEDRUS deodara** (Deodar Cedar) (3" pots. See page 30.)
- CERCIS canadensis** (American Redbud. 25') pH 6.0 to 7.5. This is the native American Redbud or Judastree. A very ornamental small tree or large shrub which blooms in our mountains very early in the spring. Difficult to transplant after 3 to 4', and thus is best grown in a container. ----- 10.00
- CERCIS chinensis** (Chinese Judastree. 12') pH 6.0 to 7.5. Deeper pink than the American Judastree, and more compact. Blooms more heavily than our native American form. ----- 10.00
- CORNUS chinensis kousa** (Chinese Kousa Dogwood. 15 to 18') pH 6.0 to 7.0. New with us. Reputed hardier than C. kousa, more compact with larger flowers and larger berries. ----- 15.00
- COTINUS coggygia - Rhus cotinus** (Smokebush or Purple Fringe. 12') pH 5.5 to 7.5. Pinkish or purplish panicles in great profusion give the plant the appearance of being covered with smoke. The blooms turn gray to brown, and gray fruits follow. Fall color yellow to orange. Will withstand dry situations and poor soil. -- 10.00
- COTINUS coggygia—Red leaved** (Red leaved Smokebush) pH 5.5 to 7.5. These are excellent red leaved plants from seeds. They have been "rogued" many times to remove any green leaved or poorly colored plants. At this price they are definitely a bargain. Limited quantity. ----- 25.00
- COTONEASTER decora** (Necklace Cotoneaster. 3') pH 6.0 to 7.5. Low growing cotoneaster with berries set along branches instead of in clusters. Attractive gray-green foliage. ----- 15.00
- COTONEASTER divaricata** (Spreading Cotoneaster. 6') pH 6.0 to 7.5. Arching, spreading plant covered with red berries, and with foliage turning red in fall. One of the best of the Cotoneasters. ----- 12.50



|                                                                                                                                                                                                                                                                                          |       |
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| <b>COTONEASTER horizontalis</b> (Rockspray Cotoneaster. 3')<br>pH 6.0 to 7.5. One of the most popular of the Cotoneasters. Flat horizontal branches with bright red berries in early fall. -----                                                                                         | 15.00 |
| <b>COTONEASTER salicifolia</b> (Peachleaved Cotoneaster. 15')<br>pH 6.0 to 7.5. Ineffective small white flowers in late June followed by red berries in fall. Hardier than most Cotoneasters. Narrow pointed almost evergreen leaves turn bronze green in late fall. -----               | 15.00 |
| <b>CRATAEGUS phaenopyrum cordata</b> (Washington Hawthorne. 12 to 15') pH 6.0 to 7.5. Can be pruned to a single stem to make highly ornamental tree, or shaped into shrub form for either specimens or border plants. Thorny, with glossy foliage, and long lasting scarlet fruit. ----- | 12.00 |
| <b>DEUTZIA gracilis</b> (Slender Deutzia. 3') pH 6.0 to 7.5. Dense, compact, slender arching branches with myriads of white flowers in racemes late May and June. -----                                                                                                                  | 10.00 |
| <b>DEUTZIA gracilis rosea</b> or <b>rosea eximea</b> (Rosepanicle Deutzia. 5') pH 6.0 to 7.5. This is a pink counterpart of <i>Deutzia gracilis</i> . Flower clusters are larger and this variety grows slightly taller than <i>D. gracilis</i> . Quite desirable. -----                 | 10.00 |
| <b>DEUTZIA lemoinei</b> (Lemoine Deutzia. 5') pH 6.0 to 7.5. One of the hardiest of the Deutzias with flowers in upright racemes in late May. -----                                                                                                                                      | 10.00 |
| <b>DICENTRA. (Bleedingheart)</b>                                                                                                                                                                                                                                                         |       |
| <b>eximia.</b> Fernleaved type. -----                                                                                                                                                                                                                                                    | 8.00  |
| <b>spectabilis.</b> True old-fashioned. -----                                                                                                                                                                                                                                            | 12.50 |
| <b>ENKIANTHUS campanulatus</b> (Redvein Enkianthus. To 30') pH 5.0 to 6.5. Yellowish or light orange pendulous bell-shaped flowers in mid-May before leaves. Very brilliant scarlet fall color. -----                                                                                    | 15.00 |
| <b>ERICA darleyensis</b> (Darley Heath. 2') pH 5.0 to 7.0. Ericaceous plant, but not as insistant upon low pH as many others. This variety will survive under quite poor growing conditions. Blooms pale lilac in very early spring, sometimes through the winter. -----                 | 10.00 |
| <b>EUONYMUS alatus</b> (Winged Spindletree or Burningbush. 8') pH 6.0 to 7.5. Corky barked twigs with long narrow leaves which turn bright scarlet in fall. -----                                                                                                                        | 12.50 |
| <b>EUONYMUS alatus compactum</b> (Dwarf Winged Spindletree or Dwarf Burningbush. 4') pH 6.0 to 7.5. A more desirable shrub than the <i>E. alatus</i> because of its lower and more compact habit. Magnificent bright red fall color. -----                                               | 12.50 |
| <b>EUONYMUS europaeus Aldenhamensis</b> (New improved Burningbush. 15') pH 5.5 to 7.5. Foliage held late in fall and turns to brilliant scarlet. Fruit pink and orange. Vigorous, shapely plant. -----                                                                                   | 12.50 |
| <b>EUONYMUS fortunei acutus</b> (Wintercreeper. 6") pH 5.5 to 7.5. Very low growing evergreen creeper. Seldom over 6" high. Small deep green foliage with slight reddish tint in winter. Can be trained as a vine, but best as a ground cover. Excellent plant. Quite hardy. -----       | 11.00 |
| <b>EUONYMUS latifolius</b> (Broadleaf Euonymus. 20') pH 5.5 to 7.5. Large leaves, vigorous, and larger fruits than <i>E. europaeus</i> . Fruits orange in fall with leaves 3-5" reddish beneath, turning red in fall. -----                                                              | 11.00 |
| <b>EUONYMUS patens</b> or <b>Kiautschovica</b> (Spreading Euonymus. 9') pH 6.0 to 8.0. Evergreen with glossy leaves. Pinkish capsules in spring followed by orange berries in late fall. -----                                                                                           | 11.00 |
| <b>EUONYMUS radicans coloratus</b> (Purpleleaved Wintercreeper. 3') pH 5.5 to 7.5. Evergreen with narrow long foliage which turns rich red in fall. Fine low foundation plant and for under windows. Excellent for winter contract with other evergreens. -----                          | 11.00 |





|                                                                                                                                                                                                                                                                                                                                                                                                           |       |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|
| <b>EUONYMUS vegetus</b> (Largeleaf Wintercreeper. 4') pH 5.5 to 7.5. Leaves 1 to 1½" thick and leathery. Sometimes called Evergreen Bittersweet. Abundance of fruit in fall. -----                                                                                                                                                                                                                        | 11.00 |
| <b>EUONYMUS vegetus erectum</b> , Sarcoxie (Upright Euonymus radicans. 5 to 6') pH 5.5 to 7.5. Introduced by Wild Brothers Nurseries of Sarcoxie, Missouri. Described as compact and definitely upright; tolerant of hot, dry summers. Will grow in sun or shade. Thick glossy leaves which sometimes drop in extreme cold. However wood is winter hardy over practically all of the United States. ----- | 11.00 |
| <b>EXOCHORDA giraldi wilsoni</b> (Wilson's Pearlbush) (3" pots. See page 30.)                                                                                                                                                                                                                                                                                                                             |       |
| <b>FORSYTHIA Arnolds Dwarf</b> (2') pH 6.0 to 7.5. New extremely dwarf of weeping form. -----                                                                                                                                                                                                                                                                                                             | 9.00  |
| <b>FORSYTHIA Lynwood Gold</b> (5 to 7') pH 6.0 to 7.5. Comparatively new and outstanding. Excellent deep green foliage, erect branches, completely covered with deep yellow flowers. -----                                                                                                                                                                                                                | 9.00  |
| <b>FORSYTHIA Mrs. Farrand</b> (?) pH 6.0 to 7.5. New Arnold Arboretum introduction, with especially large flowers. -----                                                                                                                                                                                                                                                                                  | 12.00 |
| <b>FORSYTHIA Spring Glory</b> (6 to 8') pH 6.0 to 7.5. Extremely heavy flower producer. Large pale yellow blooms in profusion. -----                                                                                                                                                                                                                                                                      | 9.00  |
| <b>FORSYTHIA suspensa sieboldi</b> (Siebold's Weeping Forsythia. 4') pH 6.0 to 7.5. A trailing or weeping form which is excellent for planting on overhanging walls or terraces. Branches touch the ground and root and thus hold the soil in place. Bright yellow blooms in mid April. -----                                                                                                             | 9.00  |
| <b>FORSYTHIA viridissima broxensis</b> (Dwarf Forsythia. 3') pH 5.5 to 7.5. More upright than Arnold's Dwarf. Small leaves densely clothe the greenish-bronze stems. Very compact growth. Useful in massing, low hedges, in planters, and wherever small plants are needed that will not get out of bounds. -----                                                                                         | 12.50 |
| <b>GINKGO biloba 'Autumn Gold'</b> (3" pots. See page 32.)                                                                                                                                                                                                                                                                                                                                                |       |
| <b>GREWIA biloba</b> (8') Hardy in New England. Thrives in any reasonably good soil. Pale yellow flowers with orange to red fruits. Quite showy. -----                                                                                                                                                                                                                                                    | 12.50 |
| <b>HYDRANGEA arborescens grandiflora</b> (Hills of Snow Hydrangea. 3') pH 6.0 to 7.0. Upright dense growing plant with creamy white flowers in large clusters in early July. Prune heavily in late winter or early spring for best flowering. Will grow in shade. -----                                                                                                                                   | 10.00 |
| <b>HYDRANGEA Nikko Blue</b> (3') pH 6.0 to 7.5. One of the hardier forms of the "French Hydrangeas". Blooms on new wood which makes it much preferred to the older forms. Addition of acid will make blooms deeper blue, and addition of lime cause blooms to have pinkish cast. -----                                                                                                                    | 9.00  |
| <b>HYDRANGEA paniculata grandiflora</b> (Peegee Hydrangea. 20') pH 6.0 to 7.5. Easily grown shrub with large pyramidal clusters of blooms in August when flowers are scarce. White flowers turn pink and then bronze. Some strains produce small, poorly filled flowers panicles. Ours in large flowering form. May be trained to single or multi-stemmed small tree if desired. -----                    | 10.00 |
| <b>HYDRANGEA quercifolia</b> (Oakleaved Hydrangea. 6') pH 6.0 to 8.0. 4 to 8" panicles of small flowers in mid-July. Planted in north principally for its interesting foliage. The leaves are similar to Red Oak in shape and turn reddish in fall. -----                                                                                                                                                 | 12.00 |
| <b>HYPERICUM Hidcote</b> (New Dwarf Hypericum 2') pH 6.5 to 8.0. Hardier form of Hypericum of very low growth. Large waxy golden yellow flowers practically all summer. Note that it prefers sweet soils. -----                                                                                                                                                                                           | 11.00 |
| <b>ILEX aquifolium</b> (English Holly. 30') pH 5.5 to 7.0. Unnamed varieties, but all female clons selected for exceptional berry bearing quality and all for hardiness. Both male and female unnamed varieties at -----                                                                                                                                                                                  | 35.00 |



- ILEX aquifolium** named (English Holly) pH 5.5 to 7.0. Following is a list of named English Hollies, some of which are in small quantities and others in ample supply. They grow to various heights according to variety. Female forms are berry-bearing, but all must have male pollinators. ----- 45.00
- fructu-luteo.** Nice English type foliage but berries yellow instead of red.
- laurifolia.** Male, erect, tall habit. Dark green leaves, smooth with few spines. Bark deep green to purple.
- Mascula.** Male form needed for pollination of females. These are unnamed and are offered in unnamed list above at \$35.00 per hundred.
- pyramidalis femina** (Ciliata). Attractive purplish-bark with long spines and red berries.
- recurva mascula.** A male form of more dense and more dwarfish habit than most. Bark greenish-purple with leaves inclined to be crinkled or twisted.
- Van Tol (Jan van Tol).** Smooth, glossy leaves, somewhat convex. Bears early with large dark red shiny fruits.
- ILEX aquipernyi** (3') pH 5.5 to 7.0. A hybrid of English Holly x pernyi. Hardy in Philadelphia and along coastal cities, but worthy of trial in many areas. Very dwarfish, stubby growth with excellent foliage and bright red berries. We offer male and female forms. Female minimum 50 plants and male minimum 25 plants. ----- 35.00
- ILEX cornuta burfordi** (Burford's Chinese Holly. 9') pH 5.5 to 7.0. Extra large bright red berries through fall and winter. Leaves are very thick and leathery and more lustrous than many of the other Hollies. This variety does not need a pollinator to produce berries, but of course without a pollinator, berries will not contain seeds. Hardy in southern Connecticut and on Long Island. Hardy here in Waynesboro. ----- 25.00
- ILEX crenata convexa** (Japanese Convexleaf Holly. 8') pH 5.5 to 7.0. A very desirable compact hardy evergreen shrub. Usually twice as broad as high. Leaves are convex, and exceptionally fine green. Black berries. No spines. ----- 15.00
- ILEX crenata Green Island** — Plant Pt'd. 817. pH 5.5 to 7.0. Grows more low and spreading than most I. convexa forms. Dense, horizontal rather than upright. Makes up quickly and is very handsome plant. One of the finest for modern low-eaved houses. ----- 35.00
- ILEX crenata helleri** (30") pH 5.5 to 7.0. Very dwarf form. Leaves are very small and branches twiggy but thornless. Probably not as hardy as I. convexa, but does very well in our area. ----- 15.00
- ILEX crenata hetzi** (4') pH 5.5 to 7.0. Larger leaves than most of the I. crenata, Dwarfish, compact and very pleasing variety. Black berries. ----- 15.00
- ILEX crenata latifolia** (Bigleaf Japanese Holly. 8') pH 5.5 to 7.0. A dense pyramidal form which may be trimmed in formal shape. Is said to be even more hardy than most crenatas. ----- 15.00
- ILEX crenata rotundifolia** (Roundleaf Japanese Holly. 6') pH 5.5 to 7.0. Globe shaped form with rounded leaves. Grows dense and compact, and is probably one of the most popular of the I. crenata. Black berries. ----- 15.00
- ILEX crenata Stokes Dwarf** (Stokes Holly. 18") pH 5.5 to 7.0. Plant patent number 887; this is a new very dwarf variety of extreme hardiness. Unlike many of the dwarf crenata types, the foliage is not straggly, but the plant forms a nice compact specimen. Grows slowly, but we predict it will be in wonderful demand as soon as the stock can be built up in the nurseries. ----- 20.00
- ILEX opaca** (American Holly. 40') pH 5.0 to 7.0. Unnamed forms but sexes are indicated, and all are from selected northern trees to give us hardier clons. Order male (no berries) or female (berry-bearing). To assure best berry-bearing at least one male should be planted with each three females. ----- 25.00





**ILEX opaca** named (American Holly) pH 5.0 to 7.0. In the following list of named varieties some are in comparatively small quantities but others are in ample supply. The female Hollies are the berry-bearing form and the male forms provide the needed pollen for the female to produce berries. All male forms can be had in ½ flats (25 plants) without extra charge. All female forms are 50 to flat in minimum quantity. Both *Ilex opaca* and *I. aquifolium* should have protection from extreme north and west winter winds until at least their fourth year. Protection from rabbits and deer is also important. Price of all varieties listed below. ----- 35.00

**Ardens.** Heavy annual bearer with bright fruits of good size.

**Cardinal.** Female, so named because of its bright red berries. Leaves medium sized, spiny, and of good color. Limited quantity.

**Christmas Spray.** Rapid growing female with large dark green leaves and good sized red berries on long stems. Prune somewhat heavily while young to prevent legginess.

**Clark.** Compact with bright red berries on somewhat stubby branches.

**Cumberland.** A prolific fruit producer of light red berries. Leaves, very dark green of unusually high gloss. Considered glossiest-leaved American holly of today.

**Hedgeholly.** Very hardy, dense-growing, self-branching female of neat growing habit. Foliage semi glossy, slightly smaller than average, of good dark green color. Considered excellent for most landscape purposes; stands shearing well, and forms compact hedges. Introduced by Bosley, of Ohio.

**Howard.** Vigorous growing female of dense columnar habit. Bright shining medium sized berries and dark glossy green leaves. Not hardy here, but satisfactory south of Mason & Dixon line.

**Leatherleaf.** A male form with quite large leaf, and as the name indicates, the leaves are thick and leathery.

**Mae.** Neat slender, well shaped tree with small to medium dark, glossy green leaves and bright red berries.

**Maurice River.** Vigorous female with red berries, glossy-green foliage and upright habit. Bears young.

**Menantico.** Fast growing female setting numerous fruits at young age. Deep green foliage with prominent spines.

**Merry Christmas.** This variety appeals to us as one of the more desirable. Good green foliage and a dependable bearing habit. Originated at Boyce Thompson Institute, Yonkers, N. Y.

**Merry Christmas Convex.** (Called also "cupleaf") Convex deep green leaves; very interesting because of the crinkly shape. Bears medium sized bright red berries, and bears young.

**Millville.** Well shaped female with light red berries in profusion. Limited quantity.

**Miss Helen.** Large egg-shaped scarlet berries in abundance. Bears young. Dense dark green foliage on coned shaped type of plant.

**Needlepoint.** As the name indicates, spines are sharp and long. Excellent red berry-bearing type.

**Norfolk.** Originated near Norfolk, Va., but hardy here. Heavy berry producer. Good foliage. Spreading type.

**Osa.** Heavy bearer of dark shiny red berries. Good leaves with good color. Limited quantity.

**Pyramidalis femina.** Upright growing form of better than average hardiness. Good bearer.



**Richards.** Erect growing, broad leaves, quite flat, with large berry clusters. Originated in southern Maryland and recommended for southern planting, but trees do well here, and therefore probably will be satisfactory over all of zone 5 or 10 degrees below zero.

**Subintegra.** This form probably should be listed as a sub-species type, because we question if it belongs with the opaca forms. The leaves have no spines but are smooth and leathery. It develops into a large shrub or small tree rarely over 12' tall. Large deep red fruits. Hardy to Boston. We offer these in both male (non berry-bearing) and female (berry-bearing). State which you wish.

**Westcroft.** Similar in form and bearing qualities to 'Old Heavy Bearer' but hardier. Introduced by Westcroft Gardens, Michigan.

- ILEX pedunculosa** (Longstalk Holly. 12-15') pH 5.5 to 7.0. Evergreen shrub or small tree with smooth leathery leaves and no spines. Large red berries on the female form. Hardy to Boston. We have both male and female forms. ----- 25.00
- ILEX pernyi** (Perny Holly. 15') pH 5.5 to 7.0. Very stubby and shrubby growth with sharp spines and bright red berries in fall. Slow growing and most unusual. Hardy here, but north of Harrisburg may suffer some winter damage unless in protected spots. -- 25.00
- ILEX verticillata** (Winterberry — Coonberry — Michigan Holly. 8 to 10') pH 5.5 to 7.0. A very hardy deciduous holly with bright red berries in clusters. Branches of berries in big demand for Christmas decorations. Will grow well in any garden soil. These are from seeds and are both male and female. ----- 12.50
- JASMINUM nudiflorum** (Winter Jasmine. 3') pH 5.5 to 7.0. A low shrub with arching branches. Stems are dark green all year, and foliage is almost evergreen here. Forsythia like flowers in very early spring. Especially desirable over rock walls, terraces, etc. ----- 11.00
- JUNIPERUS chin. glauca** Nelsons (Nelson's Blue Juniper. 4') pH 5.5 to 7.0. Here is a new Juniper which probably has not been officially named, but which makes up very quickly into a nice compact spreading form, and is very attractive. It is definitely a chin. form, and of the general shape of the J. pfitz. compacta, although it grows more quickly and has a better color. This is a neater evergreen than J. pfitz. glauca and is of better color, and therefore is more than a substitute for the J. pfitz glauca. 15.00
- JUNIPERUS chin. pfitzeriana** (Pfitzer's Juniper. 8') pH 5.5 to 7.0. Broad and spreading and makes up quite fast. One of our most common and widely planted evergreens. 15.00
- JUNIPERUS chin. pfitzeriana compacta** (Compact Pfitzer's Juniper, 4½') pH 5.5 to 7.0. Compact form of Pfitzer's Juniper; doesn't grow quite so clumsy and large as common Pfitzers. Most nurserymen who grow this consider this a much better evergreen than J. pfitzeriana. 15.00
- JUNIPERUS chin. pfitzeriana nana** (Dwarf Pfitzer's Juniper. 3½') pH 5.5 to 7.0. Very dwarf form of Pfitzer's Juniper with darker green foliage. Limited quantity. ----- 17.50
- JUNIPERUS communis depressa plumosa** (or Horizontalis Plumosa — Andorra Juniper. 2') pH 5.5 to 7.0. Bright green foliage which turns purple in fall. Some nurserymen dislike it because of its winter color, but it makes up fast and probably is the most profitable of the spreading evergreens. ----- 12.50
- JUNIPERUS excelsa stricta** (Spiny Greek Juniper. 10') pH 5.5 to 7.0. Gray-green foliage. Broad based pyramidal evergreen. Good Garden Shop item. ----- 18.00
- JUNIPERUS glauca hetzi** (Hetz Blue Juniper. 7') pH 5.5 to 7.0. A fast growing blue-green spreading Juniper. Grows more upright than Pfitzers and makes up quickly. Very popular item. ----- 15.00
- JUNIPERUS horizontalis douglasi.** (Waukegan Juniper. 1') pH 5.5 to 7.0. Trailing form with steel blue foliage. Excellent ground cover type. ----- 16.50





- KALMIA angustifolia** (Sheeplaurel) (3" pots. See page 30.)
- KERRIA japonica flora plena.** (Globe Flowered Kerria. 4 to 6') pH 6.0 to 7.5. Ball shaped double yellow flowers 1½" diameter in mid-May. Stems are green all winter. Flowers are effective over long period and interesting foliage and green stems make it desirable shrub. Three year wood should be pruned out to keep plants thrifty. 12.50
- KOLKWITZIA amabilis** (Beautybush. 7') pH 6.0 to 7.5. Upright arching branches completely covered with tubular pink flowers in June. Oftentimes again in the fall some bloom will show. Reddish fall foliage. ----- 12.50
- LABURNUM vossi** (3" pots. See page 30.)
- LEUCOTHOE catesbaei** (Drooping Leucothoe. 4') pH 4.5 to 6.0. Sometimes mistakenly called Andromeda. Ericaceous type of plant. Likes partial shade. White flowers in May. Glossy leathery foliage with rich fall coloring. 15.00
- LIGUSTRUM ibota regelianum** (Regal Privet. 5') pH 6.0 to 7.5. Very hardy, horizontal branching and very neat appearing. Desirable. ----- 9.00
- LIGUSTRUM ibota vicary** (Golden Ibota Privet. 5') pH 6.0 to 7.5. Foliage golden yellow all season. Neat compact shrub. Very popular as a "canned" item. ----- 9.00
- LIGUSTRUM lucidum Pillar** — Plant Pt'd. 1664. (Glossy Privet. ?) pH 6.0 to 7.5. A new and hardy form of "lucidum" introduced by us last year. It has withstood temperature to zero, and promises to be one of the really desirable new types. We believe it will be satisfactory over most of zone 5 which means temperature to about 10 below zero. ----- 16.00
- LIGUSTRUM lucidum Suwanee River.** (Plant Patent No. 1402) pH 6.0 to 7.5. A new and distinctive spreading form of "Lucidum" or "Wax Privet". Excellent deep green foliage. Plant grows lower and more spreading than the species. Excellent container item. Rated hardy along the east coast to and including Long Island. ---- 32.00
- LIGUSTRUM ov. aureum** (Golden California Privet. 10') pH 6.0 to 7.5. Actually a variegated golden leaved form of the California Privet. Instead of being uniformly golden as *L. ibota vicary* the foliage is blotched with golden variegation. Hardy in Waynesboro, but may freeze to ground north of Harrisburg in extremely bad winters. 8.00
- LONICERA compacta nana** (Clavey's Compact Dwarf Honeysuckle. 3') pH 6.0 to 7.5. A new hardy dwarf honeysuckle recently introduced. Small yellow flowers in May. Red berries. Nice neat plant. ----- 10.00
- LONICERA fragrantissima** (Fragrant Honeysuckle or Winter H. 6') pH 5.5 to 7.0. In spite of our feeling that this is one of the "cheap" shrubs, we continuously have inquiries for it. Blooms mid-April here with white flowers tinged yellow, and a fragrance like the most costly perfumes. Foliage is almost evergreen. Red berries in fall attract birds by the hundreds. ----- 10.00
- MAGNOLIAS** — (3" pots. See page 30.)
- MYRICA pensylvanica** (Northern Bayberry. 5') pH 5.0 to 6.5. Deciduous shrub with fragrant semi-evergreen leaves. Hardy from Newfoundland to Maryland along seashore. Does well in well drained soil, even if soil is very poor. We are growing it in domestic peats. The gray berries of the shrub were used by the Colonists in candlemaking for incense-like fragrance. ----- 13.50
- OSMANTHUS ilicifolius** (aquifolium) (Holly Osmanthus. 12') pH 5.5 to 7.0. Handsome holly-like evergreen with spiny dark green leaves. Excellent ornamental plant which does well in sun or partial shade. Fragrant yellow green flowers in July and bluish black berries in fall. ----- 12.50
- PHILADELPHUS Lemoinei Glacier** (Lemoine's Mock-orange Glacier. 5') pH 6.0 to 8.0. Flowers are double 1¾". ----- 12.50
- PHILADELPHUS purpureo-maculatus amalthee** (6') pH 6.0 to 8.0. Large single white flowers with pink center. 12.50



- PIERIS floribunda** (Mountain Andromeda. 6') pH 4.5 to 6.0. White flowers in pyramidal clusters in late April. Evergreen foliage. No serious pests or diseases. ----- 15.00
- PIERIS japonica** (Japanese Andromeda. 5') pH 5.0 to 6.0. White flowering broadleaved evergreen. Blooms May. One of the easier ericaceous plants to grow, but must have reasonable drainage. One of our biggest sellers. --- 15.00
- POTENTILLA fruticosa farreri** Gold Drop (New Bush Cinquefoil. 2½') pH 6.0 to 7.5. Small compact very hardy shrub with small fern-like foliage. Brilliant deep yellow flowers entire summer. ----- 12.50
- PRUNUS laurocerasus schipkaensis** (Cherry-laurel. 12') pH 6.0 to 7.5. Leathery, shiny evergreen leaves. Grows rapidly and excellent for large buildings or as a screen on the smaller property. A most serviceable shrub. ---- 17.50
- PRUNUS laurocerasus zabeliana** (Zabel Cherrylaurel. 12') pH 6.0 to 7.5. A form of Cherrylaurel, hardy over most of Penna., Ohio, much of New York and to Boston. Thrifty grower with dark shiny evergreen leaves. Very popular. ----- 17.50
- PYRACANTHA angustifolia** Gnome - Patent pending (New introduction.) (3" pots. See page 33.)
- PYRACANTHA cocc. lalandi** (Laland's Firethorn. 8') pH 6.0 to 7.5. Semi-evergreen here. In protected spots foliage remains all winter. Planted for its great profusion of orange berries in clusters in fall and winter. Probably the hardiest of the *P. coccinea* group. Should be grown in containers because roots range over wide area, making it difficult to transplant. Makes up fast. One of the finest money-makers for both nurseries and Garden Shops. ----- 12.50
- PYRACANTHA cocc. pauciflora** (5') pH 6.0 to 7.5. Low dense habit and very thorny with yellowish-red fruit. Hardy and well suited for hedges or specimens. ----- 12.50
- PYRACANTHA crenulata rogersiana** (Rogers Firethorn. 9') pH 6.0 to 7.5. Small leaves as compared to *P. lalandi*. Berries are deep orange-red in large number in fall and winter. Possibly not as hardy as *lalandi* but much in demand where it can be grown. Plant in containers. --- 12.50
- PYRACANTHA crenato-serrata - yunnanensis** (Yunan Firethorn. 8') pH 6.0 to 7.5. A red berried form possibly not as hardy as the other variety listed, but does well here in Waynesboro. Another good container item. ---- 12.50
- PYRACANTHA Runyani** (New Runyan Red Firethorn. Height ?) pH 6.0 to 7.5. New and fine orange-red. ---- 17.50
- PYRACANTHA 'Wonderberry'** (New) pH 6.0 to 7.5. Similar to *P. formosana* but hardier. Bright red, showy berries. Rated hardy in zone 6, and winterhardy here. 17.50
- RETINOSPORA obtusa crippei** (Golden Hinoki Cypress. 6') pH 5.5 to 6.5. Lemon yellow foliage; slow growing. Many *Retinosporas* are considered cheaper evergreens, but the *obtusas* definitely are first quality plants. ----- 22.50
- RETINOSPORA obtusa cyano viridis** (Blue Falsecypress. 8') pH 5.5 to 7.0. Deeper blue than *R. sq. veitchei*, with shorter, more dense, and softer foliage. Very attractive. 22.50
- RETINOSPORA plumosa** (Plumed Falsecypress. 20') pH 6.0 to 7.0. Broad pyramid with lacy pale green foliage. One of the types which makes up quickly and is considered a low cost plant. Good Garden Market item. 12.50
- RETINOSPORA plumosa aurea** (Golden Plumed Falsecypress. 20') pH 6.0 to 7.0. A golden tipped form of the above with similar characteristics. ----- 12.50
- RETINOSPORA plumosa aurea Golddust or Lovetti** (Golddust Falsecypress. 12') pH 6.0 to 7.0. Quite attractive form of the *R. plumosa*. Not as fast growing, and more dwarfish and regular than most in this group. Excellent Garden Market item. ----- 12.50
- RETINOSPORA plumosa squarrosa veitchei** (Veitch Blue Falsecypress. 20') pH 6.0 to 7.0. Pyramidal plant with medium spread at base. Lacey bluish foliage. Makes up quickly. Excellent Garden Market item. ----- 12.50





# RHODODENDRONS

These Rhododendrons are not grafted. They are rooted cuttings, which grow into much better plants for the grower as well as the ultimate customer. That is because there is no weak graft union.

Here is an explanation of the difference. For centuries nurserymen have been grafting Rhododendrons because they have not been able to root the cuttings. Nearly all of the grafting of Rhododendrons was and is done by European propagators. They plant seeds of *R. ponticum* which germinates easily and grows comparatively quickly. With the *R. ponticum* as understocks, sprigs (scions) of the desired varieties are grafted upon the *R. ponticum* roots.

From the propagators angle *R. ponticum* is the ideal understock. It grows quickly, and is easy to graft or "work". But there are several serious drawbacks. One of the most important is the fact that *R. ponticum* is not hardy enough to live through our northern winters here in America. So the plants, if they live through the first summer often winterkill.

Then, the next serious disadvantage is that the graft union of Rhododendrons never heals (knits) well. The graft union is always a weak spot and the tops are easily loosened or broken out. Strong winds, dogs or other animals, or a touch with machinery in cultivating, or later, a brush with a lawn mower may loosen the graft union, or may break out the top entirely. Even if only loosened, insects and bacteria get into the union, and soon the plant dies.

So again, our Rhododendrons are not grafts. They are rooted cuttings and there is no weak graft union to cause trouble for you or your customers later.

In some localities some nurserymen will toss their hands into the air and say "They won't grow here. Our soil doesn't suit them." That is just not true. In about 90% of America, proper preparations must be made to grow these plants. They do best where humidities are high, but novices are doing a good job with them in the Plain States where the soil is alkaline (sweet) and summer humidities are certainly low. Write for our set of bulletins "The Facts". It may help you to get started growing some of the nurseryman's most profitable crops.

Some of these plants were rooted last summer. Others during the winter of '61 - 62, so they vary in growth and size. Some make up faster than others, so there will be considerable variation in sizes. All, however, are well rooted, and first class stock.

The Plants are in 4 x 4 x 4" plantbands with 12 to the flat. So you need order but 12 of a variety if you wish an assortment.

Some are in comparatively short supply, so order early.

All are in 4" plantbands; 12 plants to flat; please order in multiples of 12. Rates shown are 100 rates but apply to flatfuls of 12 plants.



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**At \$60.00 per C.**

**CATAWBIENSE GRANDIFLORUM:** One of the best for foliage. Rosy-purple flowers. Medium height.

**RAMAPO:** Small leaved, dense with a mass of orchid colored flowers.

**ROSEUM ELEGANS:** Dense plant with mauve pink blooms in midseason. The best all around landscape plant. Easiest to grow. Medium height. Very hardy.

**At \$75.00 per C.**

**ALBUM ELEGANS:** Upright vigorous, white with slight lilac tint. Late blooming.

**CATAWBIENSE BOURSAULT:** Lilac, tinged rose. An excellent hardy variety. Midseason. Medium height.

**CUNNINGHAM WHITE:** Dense compact plant with white blooms early in season. Medium height.

**ENGLISH ROSEUM:** Midseason; rose, tinted lilac blooms.

**IGNATIUS SARGENT:** Large, individual light red flowers with paler throat; late; medium height.

**PARSONS GLORIOSUM:** Dark lilac-rose flowers and large dark green leaves; midseason. Medium height.

**PURPUREUM GRANDIFLORUM:** Foliage dark green; purple flowers. Medium growing.

**ROSEUM PINK:** A select form of R. Elegans, with same good plant habit; large trusses of clear pink flowers. Medium height. Very hardy.

**WILSONI:** Low spreading habit with narrower dark green leaves and clear rose-pink blooms. Good foundation plants, and excellent for planting in front of taller growing hybrids.

**At \$90.00 per C.**

**CARACTACUS:** Late purplish crimson blooms on well growing plant of medium height.

**CATAWBIENSE ALBUM:** White selection from native R. catawbiense. Excellent habit of growth; dwarf and compact. Clear white. Large blooming.

**CHARLES BAGLEY:** A cherry red Rhododendron of medium height and first class hardiness.

**CHARLES BEAUFORT:** White fragrant flowers. Very hardy. Excellent foliage.

**DECATROS PINK:** The stock for this variety came from the Dexter Estates many years ago. It is hardy here, and one of the finest clear pinks.

**DR. V. H. RUTGERS:** Comparatively low growing, red blooms slightly fringed.

**EVERESTIANUM:** Rosy-lilac fringed blooms; midseason; low growing.

**GENERAL GRANT:** Soft rose blooms on stout medium growing plant. Good growers.

**GIGANTEUM:** (rose) Large growing plant with large blooms. Rose pink. Hardy.

**LADY ARMSTRONG:** (medium rose hardy) Flowers are fuchine pink with purple marking. Quite handsome. Good grower.

**LEES DARK PURPLE:** Large, deep purple trusses backed by dark wavy foliage; late. Medium height.

**MME. CARVALHO:** Large white flowers late in season. Medium tall. Limited supply.

**ROSEUM SUPERBUM:** Medium tall with light pink to soft rose blooms. Good grower.





At \$100.00 per C.

**AMERICA:** Red blooms on spreading plant; medium height. One of best. Midseason.

**BOULE DE NEIGE:** Compact, low growing, early white.

**CAROLINE:** Large, fragrant pale orchid flowers. Early mid-season. Excellent foliage. Very hardy. Gable hybrid.

**MAY DAY:** A new (1932) introduction. Scarlet blooms on thick dark green leaves. Blooms midseason. Reported hardy and excellent grower.

**NOVA ZEMBLA:** Vigorous growing red with excellent foliage. Some growers report it as vigorous as Roseum Elegans, but it has not proved so with us.

**PIONEER:** Gable hybrid. Evergreen hybrid of mucronulatum. Very hardy and free flowering. New and excellent. Clear pink blooms in great profusion. Dwarf. Will stand full sun early.

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## SPECIES AND ASSORTED RHODODENDRONS

**CAROLINIANUM** (species — Carolina Rhododendron. 5') pH 4.5 to 6.0. Of dwarf compact stature. White to pink blooms, later than most hybrids. Prolongs blooming season and useful to face the larger growing forms which are inclined to become somewhat "leggy" as they grow older. ----- 17.50

**CATAWBIENSE COMPACTUM** (Compact Catawba Rhododendron. 5 to 6') pH 4.5 to 6.0. As with nearly all Catawba forms, buds first show deep red, and as they open turn to dark pink with slight purple tinge. Flowers are quite large and showy but should be used with white, cream, or yellow blooming plants. If used with reds or pink, (or in front of red brick wall) most catawbiense specie will appear drab. If used as suggested they offer very showy and pleasing color contrast. Limited quantity. 17.50

**FORTUNEI** (species — Fortunes Rhododendron. 8') pH 4.5 to 6.0. Large funnel shaped, fragrant, pale pink flowers. Not as hardy as R. catawbiense forms, but satisfactory here. ----- 17.50

**HYBRID SEEDLINGS** Grown from seeds from red blooming plants. Needless to say, not all will produce red blooms, but all colors may be expected. 2" bands 17.50  
3" bands 35.00

**RACEMOSUM** (Mayflower Rhododendron. 2 - 6') pH 4.5 to 6.0. Many pink flowers in mid-May. Evergreen foliage. Delightful early flowering with  $\frac{3}{4}$ " blooms in small clusters. ----- 17.50

**VERNICOSUM** (Lacquer Rhododendron. 12 to 15') pH 4.5 to 6.0. Bulky, husky plant with excellent pale rose pink blooms in late May. Hardy and good. Limited quantity. 17.50

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**SALIX purpurea nana** (Purpleosier or Blue Asiatic Willow. 4') pH 6.0 to 7.5. One of the better dwarf willows. Excellent as a hedge or for planting in moist places as specimens. Quite popular. ----- 8.00

**SPIRAEA Anthony Waterer** (Dwarf Red Spirea. 3') pH 6.0 to 7.5. One of the most popular of the dwarf Spireas. Pleasing plant with profuse red flowers in late June. If old blooms are removed before they harden, blooming period can be greatly prolonged. Excellent item in general nursery as well as Garden Shops. ----- 9.00

**SPIRAEA arguta** (Garland Spirea. 5') pH 6.0 to 7.5. The most free flowering and most showy of the early blooming spireas. Pure white flowers in flat clusters on arching branches. ----- 11.00



- SPIRAEA bumalda crispa** (Variegated crisp leaved Spirea. 24 to 30") pH 6.0 to 7.5. We are not too sure about the ultimate height, but list it according to growth compared with Spirea Anthony Waterer. "Crispa" grows more slowly. Deeply cleft, crinkled or twisted leaves, variegated deep yellow through a series of colors to green. Blooms a little lighter red than Anthony Waterer, but as with A. W., if blooms are cut before hardening, will continue to bloom most of summer. Interesting foliage and flowers. Limited quantity. ----- 11.00
- SPIRAEA coccinea japonica** (Japanese Dwarf Spirea. 30") pH 6.0 to 7.5. A new, slightly more dwarf, and deeper red flowers than Spirea Anthony Waterer, but of same general form. By keeping old bloom heads cut off, plant can be kept flowering most of spring and summer. Cut out about one half of branches to the ground each spring for more and better flower heads. ----- 11.00
- SPIRAEA collosa alba.** (Also S. albiflora. 1½') pH 6.0 to 7.5. Dense compact low shrub with profuse white flowers in flat clusters in July. Excellent when planted with the red flowering forms of Spirea. ----- 10.00
- SPIRAEA margaritae** (Margarita Spirea. 4') pH 6.0 to 7.5. One of the better Spireas with rosey pink flat clusters of bloom in June. Like most of the Spirea of this form it blooms best when trimmed back each season to 1'. Blooms are on new wood. ----- 10.00
- SPIRAEA prunfolia plena** (Bridalwreath Spirea. 8') pH 6.0 to 7.5. Small, double white flowers like small buttons in great profusion. Orange foliage in fall. The true oldtime Bridalwreath. One of the most ornamental of the Spireas. ----- 10.00
- SPIRAEA thunbergi** (Thunberg Spirea. 5') pH 6.0 to 7.5. Small single white flowers on feathery graceful branchlets in early May. Planted extensively because it blooms early but we consider it the least attractive of the many white Spireas. ----- 9.00
- SPIRAEA vanhouttei** (Vanhoutte Spirea. 6') pH 6.0 to 7.5. Oftentimes called "Improved Bridalwreath". Profuse white flowers in clusters on graceful arching branches. Hardy and very widely planted. ----- 9.00
- SYRINGA josikaea** (Hungarian Lilac. 10 - 12') pH 6.0 to 7.5. An old fashioned lilac with glossy green foliage, hardy over most of U. S. Blooms violet in early June. Stands clipping well. Quite desirable. ----- 12.50
- SYRINGA vulgaris** (Common Lilac. 12-20') pH 6.0 to 7.5. These are from seeds and bloom about 95% the fragrant lilac bloom you are accustomed to. Plants are vigorous and grow in almost any soil. ----- 12.50
- TAXUS baccata adpressa stricta** (Shortleaf Upright English Yew. 4 to 5') pH 5.5 to 7.5. Compact upright small growing form with short needles. Slow growing and good. ----- 13.50
- TAXUS baccata dovastoni aurea-variegata** (Yellow Dovaston.) pH 5.5 to 7.5. A golden form which might be classified as something of a novelty. Quite a handsome plant, and may be used for color contrast with dark green forms. ----- 13.50
- TAXUS baccata repandens** (Spreading English Yew. 2') pH 5.5 to 7.5. Horizontal Yew with graceful arching branches. Rarely grows over 2' in height. Excellent dark green. Probably the hardiest of the English forms. ----- 16.00
- TAXUS cuspidata spreading** (Japanese Spreading Yew. 6') pH 5.5 to 7.5. The most popular of all the spreading Yews. Eventually grows quite large for average foundations. Makes up comparatively fast so nurserymen like it well. ----- 13.50
- TAXUS cuspidata capitata** (Upright Japanese Yew. 15') pH 5.5 to 7.5. Like most of the cuspidata Taxus, this variety will eventually grow quite big. If kept trimmed to pyramid form, it is one of the most handsome of the Japanese forms. For average foundation plantings it can be kept within bounds for 20 years or more by yearly shearing. We grow them from both tip cuttings and seeds, so please specify which you prefer. ----- 16.00





- TAXUS cuspidata compacta-brevifolia** (Compact Japanese Yew. 5') pH 5.5 to 7.5. A more compact form of Japanese Yew which is more suitable for foundation planting on average low roofed homes. Slower to make up than *T. cuspidata*, but more desirable. ----- 13.50
- TAXUS cuspidata densiformis** (Dense Yew. 6') pH 5.5 to 7.5. Dense compact spreading type. Grows more slowly than *cuspidata* with better color. ----- 15.00
- TAXUS cuspidata nana-brevifolia** (Dwarf Japanese Yew. 4') pH 5.5 to 7.5. Slow growing, and yet one of the most desirable of all of the Japanese forms. Several similar types are offered as *T. cuspidata nana*, but are actually compact forms similar to these listed above. We offer the true slow growing dwarfish form. ----- 13.50
- TAXUS intermedia** (Hybrid Yew. 6') pH 5.5 to 7.5. Spreading form of very good character. Not as bulky and large as *T. cuspidata*. ----- 13.50
- TAXUS media Andersoni** (Anderson Yew. 7') pH 6.0 to 7.5. Broad base, vase shape. Good color and good grower. ----- 13.50
- TAXUS media browni** (Brown's Yew. 6') pH 5.5 to 7.5. A broad uprite form which has become extremely popular. Makes up somewhat fast and thus from a nurseryman's standpoint is desirable. Good fine dense deep green. ----- 13.50
- TAXUS media columnaris Mooni** (Moons columnar Yew) pH 5.5 to 7.5. Broad columnar form of excellent hardiness with good foliage color. ----- 13.50
- TAXUS media hatfieldi uprite** (Hatfield's Pyramidal Yew. 8') pH 5.5 to 7.5. Of the many hybrids originally introduced by Hatfield, from a commercial standpoint, this uprite form, and one of the best of the spreading types have been selected by nurserymen over the years. This is a broad columnar form with excellent foliage, good color, with dense uprite branches. ----- 13.50
- TAXUS media hatfieldi spreading** (Hatfield's Spreading Yew. 3') pH 5.5 to 7.5. A hybrid of English and Japanese Yews of spreading form with good color and dense foliage. ----- 13.50
- TAXUS media hicksi** (Hick's Columnar Yew. 10') pH 5.5 to 7.5. Similar to the Irish Yew (*T. baccata*) but much more hardy. Upright columnar and needs but little pruning; an excellent rich glossy green plant. ----- 13.50
- TAXUS media hunnewelli** (Hunnewell's Spreading Yew. 6') pH 5.5 to 7.5. Spreading form of excellent foliage. Is inclined to more uniform growth than many of the spreading Yews. Gets somewhat large for low types of houses, but nurserymen like it because it makes up reasonably fast. ----- 13.50
- TAXUS media thayeri** (Thayer Yew. 8') pH 5.5 to 7.5. A large broad Yew. Sometimes twice as broad as high with almost horizontal branches. Often pruned by nurserymen to broad, low conical shape. ----- 13.50
- TAXUS media vermeullen** (Vermeullen Yew) pH 5.5 to 7.5. Pyramidal type with compact dense foliage. Broad base as compared to *hicksi* which it resembles. ----- 13.50
- TAXUS media wellesleyana** (Wellesley's Yew. 8') pH 5.5 to 7.5. Broad based uprite form with dark green foliage. Very satisfactory plant. ----- 13.50
- TAXUS mixed.** (And we mean mixed.) pH 5.5 to 7.5. Every year we buy hundreds of thousands of *Taxus* cuttings because we don't have enough of our own. Most of our sources are careful to see that we get what we buy and label carefully, but here is a good illustration. Last year we ordered 35,000 *taxus* cuttings of two varieties from a friend. Ten bags with about 2000 cuttings to the bag came in. No labels. We made them up and stuck them. Then we called our friend for variety information. Answer: the nine bags with the blue printing were *browni*, and the one bag with the red



- printing is hatfield uprite. We thought all were of one variety. We made and stuck them waiting for an invoice. All were mixed together. That's one mix we have. Another lot of densiformis, Adams pyramidal, and intermedia are thoroughly mixed because of a booboo on the part on someone who refuses to be named. You might get 50 intermedia and two Adams, or you might get all Adams. Who knows? Anyway, the plants are too nice to throw away, and as long as they last the price is 10.00
- THUJA occ. douglasi** (Douglas Arborvitae. 15 to 20') pH 6.0 to 7.5. Hardy, pyramidal and dense with somewhat crinkled foliage. Good color. ----- 12.50
- THUJA occ. elegantissima** (Golden Tip Arborvitae. 15') pH 6.0 to 7.5. This is probably the best of the golden tipped Arborvitae. Uniformly broad pyramid with good dense foliage. One of the lower priced evergreens. ---- 12.50
- THUJA occ. globosa Nova.** (Globe Arborvitae. 3') pH 6.0 to 7.5. Globe shaped bushy plant, so well known it hardly needs description. This is a new clon selected for its better color. ----- 12.50
- THUJA occ. globosa Woodwardi** (Woodward's Globe Arborvitae. 4') pH 6.0 to 7.5. Usually a little broader than tall. Good color. We have a limited quantity. ---- 12.50
- THUJA occ. nigra** (Dark Green Arborvitae. 15 to 20') pH 6.0 to 7.5. A more symmetrical compact type of American Arborvitae. Comparatively new. Green instead of brown winter color. Hardy, compact; shears well. ----- 12.50
- THUJA occ. plicata** (Giant Arborvitae) pH 6.0 to 7.5. Narrow pyramidal type which makes up quickly. Branches well to ground, and foliage is good and quite dense. Quick turnover item. ----- 12.50
- THUJA occ. pyramidalis** (Pyramidal American Arborvitae. 25') pH 6.0 to 7.5. Well known uprite form. Universally popular. Stands shearing very well. ----- 12.50
- THUJA occ. wareana** (Ware's or Siberian Arborvitae. 12 to 15') pH 6.0 to 7.5. Broad pyramid with rugged steel green, close, compact, heavy foliage. Does well under adverse conditions. ----- 12.50
- TSUGA canadensis** (Canadian Hemlock. 90') pH 5.0 to 6.5. Hardy from Nova Scotia to Minnesota. Tree grows very large if left untrimmed, but can be kept 3 to 4' tall for many years if so desired. One of the most popular landscape evergreens. (See page 30 for larger plants in 3" pots.) ----- 12.50
- VIBURNUM burkwoodi** (Burkwood Viburnum. 6') pH 6.0 to 7.5. Vigorous growing semievergreen with glossy dark green leaves. Fragrant flowers of blush-pink in mid-May. One of the better shrubs. ----- 22.50
- VIBURNUM carlesii** (Koreanspice Viburnum. 4') pH 6.0 to 7.5. One of the very fragrant snowball types of Viburnum with black berries in early fall and reddish foliage in fall. These are own root plants. ----- 15.00
- VIBURNUM chenaulti** (Chenault Viburnum. 6') pH 6.0 to 7.5. A new variety similar to V. burkwoodi, but somewhat lower growing, and more compact. ----- 22.50
- VIBURNUM dentatum** (Arrow-wood. 12') pH 6.0 to 7.5. Very hardy and vigorous shrub which will grow well in almost any soil. Creamy white flowers in early June followed by blue berries in fall. Glossy red fall color. 10.00
- VIBURNUM dilatatum** (Linden Viburnum. 8') pH 6.0 to 7.5. Dense and compact. Bright red berries and russet red fall foliage. ----- 12.50
- VIBURNUM juddi** (Judd Viburnum.) pH 6.0 to 7.5. New and outstanding origination of the Arnold Arboretum. Similar to V. carlesii, but not as large growing with darker leaves and larger flowers. ----- 22.50





- VIBURNUM opulus nanum** (Dwarf Cranberry. 2') pH 6.0 to 7.5. Very low growing form of Viburnum which is apparently non-fruiting. Excellent for rock gardens, low hedges, and even as foundation plants on some of the modern low homes. ----- 9.00
- VIBURNUM opulus sterilis** (Snowball. 8 to 10') pH 6.0 to 7.5. Very hardy and sturdy shrub which is covered with round, snowball shaped white blooms in May and June. Does well in adverse (poor soil, dry or hot) locations. Plant lice (aphids) love it and often will disfigure foliage and bloom, if not controlled. Almost any insecticide, sprayed on in late April or early May will kill the bugs and the plants then will be very showy and beautiful. -- 10.00
- VIBURNUM prunifolium** (Blackhaw Viburnum. 12') pH 6.0 to 7.5. The fruits have been used for preserves since Colonial times. Rugged appearing shrub with horizontal branches. White flowers followed by blue-black fruit. Excellent red fall color. ----- 9.00
- VIBURNUM rhytidophylloides** (Lantanaphyllum Viburnum. 8') pH 6.0 to 7.5. A new Viburnum introduced by Arnold Arboretum. Leaves are larger than V. rhytidophyllum and foliage color is a better green. Grows in almost any soil, and while we show the height of 8', it may eventually become larger. ----- 22.50
- VIBURNUM setigerum** (also theiferum — Tea Viburnum. 8 to 9') pH 6.0 to 7.5. A brilliant and spectacular plant in fall and winter. Somewhat narrow, upright with flat clusters of blooms in early July, followed by clusters of scarlet berries. ----- 13.50
- VIBURNUM sieboldi** (Siebold Viburnum. 30') pH 6.0 to 7.5. Creamy white flowers in flat clusters in May followed by red to black berries in summer. Long leaves with desirable branching habit and red fall color. ----- 12.00
- VIBURNUM tomentosum** (Doublefile Viburnum. 8') pH 6.0 to 7.5. White flowers borne in flat heads in June. Red to black berries. ----- 12.50
- VIBURNUM tomentosum plicatum** or **V. tom. sterilis** (Japanese Snowball. 9') pH 6.0 to 7.5. Pure white Snowballs in late May and early June. Most attractive green to bronze green foliage which turns bronze-purple in fall. One of our very finest shrubs. ----- 20.00
- WEIGELA Abel Carriere** (Abel Carriage Weigela. 9') pH 6.0 to 7.5. Probably the most desirable of the pink blooming Weigelas. The flowers are large and in profusion, and the plant is much more attractive than the old Weigela. ----- 9.00
- WEIGELA Eva Rathke** (Red Flowering Weigela. 5') pH 6.0 to 7.5. One of the most popular deciduous shrubs. Excellent red blooms in large numbers beginning in mid-May. More or less a specialty with us. ----- 9.00
- WEIGELA floribunda** (Crimson Weigela. 8') pH 6.0 to 7.5. A more upright form of greater hardiness than some of the other red Weigelas. Blooms are crimson and appear in May. ----- 9.00
- WEIGELA nana variegata** (Variegated Weigela. 5') pH 6.0 to 7.5. Light pink flowers in May and June. Planted especially for its variegated leaves which actually appear to be hand painted. Dwarf compact habit. ----- 9.00
- WEIGELA vaniceki** (Vanicek's Weigela — Cardinalflower — Newport Weigela. 5') pH 6.0 to 7.5. Hardier and a better grower than W. Eva Rathke. Vigorous shrub with larger flowers, and more of them than any of the red blooming Weigela we know. It starts blooming heavily in mid-May and in favorable seasons bears some flowers along almost until frost. When in full bloom it is just as beautiful as any of the finest red Azaleas. We consider it one of the best shrubs we grow. ----- 10.00
- ZELKOVA serrata** (Japanese Zelkova. 50 to 60') pH 5.5 to 7.5. An Elm-like tree which is not susceptible to Dutch Elm disease. The wood is hard and fine grained. A good strong, large growing tree to substitute for Elms. ----- 12.50



# AZALEAS

Prices are "per 100"; 50 or more 2" banded plants at the 100 rate. Minimum orders, 50 of a variety.

**GABLES HYBRID AZALEAS:** This group contains plants of a wide range of colors; some are very dwarf; others tall and upright. We consider the Gables of the best for our area where temperatures range to and sometimes below zero.

Prices: 2" bands \$15.00 per 100.

**BIG JOE.** Spreading medium height. Early midseason. 2½" purplish violet. One of Joe's best.

**BILLY GABLE.** Low dense, bright pink.

**BOND STREET.** Medium spreading; midseason; 2" single; pink.

**BOUDOIR (18G)** Spreading; late midseason; single 1½"; violet red with darker blotch.

**CAMEO (2G)** Upright; medium height; late; full double flowers; 1½" shell pink.

**CAMPFIRE (F3G).** Round spreading, low; very hardy; single hose-in-hose; 1½" brilliant red.

**CAROL (B8G)** Low, late midseason; single hose-in-hose; 1¼"; violet red; very hardy.

**CAROLINE GABLE (96G)** Tall upright; hardy; late midseason; single hose-in-hose; 1½" red with darker blotch.

**CHEROKEE.** Low to medium height. Late with single flowers 1¾"; striking orange red.

**CHINOOK (11G)** Tall upright; early midseason; single hose in hose 2½"; orange red.

**CORSAGE (16G)** Medium spreading; strong grower; single 2½" orchid; fragrant.

**ELIZABETH GABLE (21G)** Spreading; medium height; late; single frilled; 2½" red with darker blotch; very hardy.

**FLAME GABLE (C4G)** Medium height; early midseason. Flame red.

**GABLES POUKHANENSIS HYBRID (51G)** Low spreading; early midseason; very hardy; single 3"; orchid pink.

**HERBERT (47G)** Spreading; medium height; early midseason; single hose-in-hose; frilled; 1¾" reddish violet.

**JAMES GABLE (F1G)** Tall, spreading; early midseason; single hose-in-hose; 2" red with darker blotch.

**LORNA (C8G)** Low, dense, spreading; late double hose-in-hose; 1¾"; free growing violet red.

**LOUISE GABLE (13G)** Spreading; low dense; late; double or semidouble 2¼"; violet red.

**MARYANN (38G)** Low, dense, spreading; midseason; semidouble; 2¼" violet red; profuse bloomer.

**MARY FRANCES HAWKINS (C3G)** Tall, spreading; late; single; hose-in-hose; 2"; pink; hardy.

**MILDRED MAE (69G)** Tall, vigorous spreading; early midseason; single 2¾"; reddish violet with brown blotch.

**MONTROSE.** Medium height; spreading; early midseason; 1½" rose pink.

**MRS. C. C. MILLER.** Medium height, very late, bright orange-red. Quite hardy.

**OLD FAITHFUL.** Early midseason; single; 2¼" reddish violet.

**PURPLE SPLENDOR (C1G)** Tall; upright; midseason; single hose-in-hose; frilled 1¾" dark purple.





**ROSEBUD (B5G)** Low, spreading, dense; double rose-like blooms  $1\frac{3}{4}$ ". Deep pink or violet red.

**ROSE GREELEY (D3G)** Low spreading; dense; early mid-season; single hose-in-hose; white; sweetscented.

**ROYALTY (A27G)** Low, spreading, late double;  $1\frac{1}{2}$ " reddish violet.

**STEWARTONIAN (R5G)** A recent introduction by Mr. Gable. Described as one of his best reds. Dependable bloomer and one of the very finest.

**SUSAN (54G)** Spreading; medium hardy; very late; single;  $2\frac{1}{4}$ " salmon pink.

**J13G.** Spreading; midseason; 2" single; hose-in-hose; terracotta shade.

**152G.** Medium height; midseason; single deep pink.

**GLENN DALE AZALEAS:** Until the '54-55 winter, this group was thought by many nurserymen to consist of varieties which could be classed as dependably hardy only as far north as Baltimore and Washington. However, the winter of '54-55 sorted the sheep from the goats. Many of the Glenn Dales went through several nights of 5 to 8 degrees, and not only suffered no damage, but set full crops of blooms. Others of the Glenn Dale group did show much winter damage, but of the varieties listed below all came through in fine condition. Most of this group are especially desirable for extremely large flowers, which of course makes them very showy plants.

**Prices: 2" bands \$15.00 per 100.**

**APHRODITE.** Erect branches on low shrub; midseason; free flowering; 2" pale rose pink.

**BUCCANEER.** Erect, early; 2" brilliant orange-red.

**GAIETY.** Spreading, medium height; single; 3" rose pink; late midseason.

**GLACIER.** Upright; medium height; early midseason; single;  $2\frac{1}{4}$ "; white; very fine.

**HARLEQUIN.** Spreading, medium height, single 2" white flake violet. Late midseason.

**NERISSA.** Medium height; spreading; single;  $1\frac{1}{2}$ "; pink with faint yellow; very fine.

**TREASURE.** Medium height; spreading; early midseason; single  $3\frac{1}{2}$ " to  $4\frac{1}{2}$ " white; better than indica alba which it resembles.

**KAEMPHERI HYBRID AZALEAS:** Most are tall, and hardier than the Kurumes; handsome plants, with ample blooms; and they follow each other to cover a long period of the season. Excellent growers; very little pampering required.

**Prices: 2" bands \$15.00 per 100.**

**ALICE.** Medium height; early midseason; single 2"; camellia rose with dark blotch.

**BETTY.** Medium height; upright; early midseason; single; 2"; red.

**CARMEN.** Tall, upright; early midseason; single;  $2\frac{1}{2}$ " crimson red with brown blotch.

**FEDORA.** Medium height; upright; early midseason; 2" violet red.



**FLAME.** Medium, upright; 2"; flame red.

**GRETCHEN.** Medium height; upright; late midseason; single; 2" reddish violet with blotch.

**MAROON.** Tall, compact; midseason; single 2½" to 3"; maroon.

**MRS. DOORENBOS.** Medium height; upright; single 2¼"; vermillion red.

**OTHELLO.** Medium height; upright; early midseason; single 2"; claret red.

**PURPLE KING.** Tall upright; early midseason; single 1¾"; purple.

**KURUME AZALEAS:** America's best known and most popular group of evergreen Azaleas. Most are dwarf in habit of growth, although some few are upright. All are dense and shapely. Most bloom early or early midseason.

**Prices:** 2" bands \$15.00 per 100, except hinodegiri and hexe which are \$12.50 per 100.

**AMOENA** (Amoenum) Medium tall; spreading; dense; early midseason; single; hose-in-hose; 7/8"; violet red; quite hardy.

**AMOENA COCCINEA** (Amoenum) Medium height; spreading; dense; early midseason; single; hose-in-hose; 7/8"; red; hardier than many in this group.

**AMOENA SUPERBA** (Amoenum) Same as above but dark purple.

**BRIDESMAID.** Low, compact. Single. Light salmon.

**CARMINITA SPLENDENS** (Amoenum) Medium height; spreading; dense; early midseason; bright red.

**CORALBELLS.** Low spreading; early midseason; single; hose-in-hose; 1½"; deep pink.

**DOUBLE HINODEGIRI.** Same as hinodegiri except that blooms are hose-in-hose.

**ELEANOR ALLEN.** Similar to Hinodegiri in growth, etc., but blooms are fine pink.

**FIREFLY** (Exbury hybrid) Spreading; early midseason; deep orange.

**FLAME KURUME.** (Proper name Benefudi) Low; early, evergreen; salmon.

**HEXE.** Spreading; low, dense; late midseason; hose-in-hose; 1¾"; violet red.

**HINOCRIMSON.** Spreading; medium height; early midseason; 1½" red.

**HINODEGIRI.** Spreading; medium height; early midseason; single; 1½" red.

**PINK PEARL.** Low compact, deep pink.

**SALMON BEAUTY.** Upright medium height; early midseason; single hose-in-hose; 1¾" red.

**SALMON BELLS.** Low spreading; early midseason; single; hose-in-hose; 1½"; salmon pink.

**SHERWOODI** (or Sherwood Orchid). Medium height; spreading; early midseason; 2"; orchid; hardier than most in Kurume group.

**SHERWOOD CERISE.** Same as above, but with cerise pink blooms.

**SHERWOOD RED.** Same as above but with blood red blooms.

**SNOW.** Medium height; upright; dense; early midseason; single; hose-in-hose; excellent white.





**SWEETBRIAR.** Medium height; spreading; early midseason; single hose-in-hose; 1½"; white flushed red.

**MUCRONATUM AZALEAS:** Hardy along the East Coast to Long Island. Most varieties have delicate fragrance. Vigorous growing plants, with large flowers.

**Prices: 2" bands \$15.00 per 100.**

**DELAWARE VALLEY WHITE.** Large single snow white blooms midseason. Hardier than indica alba.

**INDICA ALBA** (or ledifolia alba) Medium to tall; spreading; early midseason; single 3"; pure white.

**VUYKIANA AZALEAS:** These are reported to be hybrids of a mollis variety and kaempheri. That should give them unusual hardiness. In any event, late blooming, large flowers, and good colors make these very desirable Azaleas.

**Prices: 2" bands \$15.00 per 100.**

**ANTIQUÉ.** Medium height; very double; 2¾"; deep pink; very fine blooms three weeks after hinodegiri.

**DOUBLE RED.** Medium height; spreading; 2½"; late midseason; double red.

**HELENA VUYK.** Medium height; single; 2½" violet red with darker blotch.

**MOZART.** Medium height; 2½"; single; late midseason; violet red.

**QUEEN WILHELMINA.** Medium height; compact; large 3½" single blooms; late; orange red.

**ROSE RED.** Medium height; compact; late; 3½" single; deep rose.

**SIBELIUS.** Medium height; compact; late midseason; 2"; orange red with chocolate blotch.

**SPECIES AZALEAS:** These are natives of America and the Orient. As a whole they are very hardy. All are nursery grown from seeds and are 2 year or 3 year plants.

**GHEENT HYBRIDS** (from seed) Deciduous uprite, tall, bloom late. Look much like A. mollis when small. Winter hardy to 15/25 below zero. Blooms from pure white thru pink, orange to deep red, often flushed or shaded a second or even third color. Most are yellow, pink and orange. Limited quantity. ----- 15.00

**KAEMPHERI HYBRIDS** (from seeds). Likely of any color and form from open pollinated seeds. ----- 12.50

**MOLLIS HYBRIDS.** Tall uprite; deciduous; single 2½" to 3"; blooms from pure white through yellow orange, pink to red. ----- 12.50

**MUCRONULATUM:** Medium tall; spreading; deciduous; very hardy; Korean and Siberian native. Blooms early and freely with Forsythia; single 2", pleasing rose purple. ----- 12.50

**POUKHANENSIS.** (Korean Azalea). Persistent leaved, but not evergreen as Kurumes, etc. Low, spreading, early mid-season; single 2"; reddish violet. Mild fragrance; very hardy. ----- 12.50

**SCHLIPPENBACHI.** Tall; spreading; deciduous; extremely hardy; native to Northern Korea and Manchuria; early; single 2 - 4" flowers; white flushed violet. 12.50



# Liners in Clay Pots

Prices are "per 100"; 11 - 4" pots make a flatfull, and you'll do us a favor if you order in units of 11: 100 rates apply to 11, or multiples of 11. 20 - 3" pots make a flatfull and 100 rates apply to 20 or multiples of 20; not less than "flatfulls" are sold. Pots go with the plants.

**ACER ginnala** (Amur Maple. 20') pH 6.0 to 7.5. Small tree with comparatively small leaves and extremely hardy. Winged fruit conspicuous because of its scarlet color. A good small tree for specimen or screening. 3" pots. ----- 25.00

**CEDRUS deodara** (Deodar Cedar. 75 to 100') pH 6.0 to 7.5. Large growing silvery gray green soft needles. Broad base, cone shaped. Called the sacred tree of India. Hardy here and east to Philadelphia. 3" pots. ----- 35.00

**EXOCHORDA giraldi wilsoni** (Wilson's Pearlbush. 15') pH 6.0 to 7.5. The most floriferous of the Pearlbushes with the largest flowers. Vigorous grower and no doubt the best of the Pearlbushes. Grafts in 3" pots. ----- 40.00

**KALMIA angustifolia** (Sheeplaurel. 3') pH 4.5 to 6.0. Very hardy dwarf plant with rosy-red to crimson flowers in loose clusters. Like much more moisture than *K. latifolia*. Will tolerate even wet conditions. 3" pots. ----- 35.00

**LABURNUM vossi or watereri** (Long cluster Goldenchain. 25') pH 5.5 to 6.5. Small tree of comparatively rapid growth. Clover shaped leaves. Long drooping racemes of fragrant, deep yellow flowers, suggestive of yellow Wisteria borne on a tree. 3" pots. ----- 85.00

## MAGNOLIAS.

**Grace McDade.** Large flowering pink of recent introduction. New and desirable. 3" pots. ----- 35.00

**soulangeana** (Saucer Magnolia. 15 to 18') pH 5.0 to 7.0. Huge pink flowers in great numbers in May before leaves appear. The most popular and best known, but blooms so early that we usually lose the flowers here. In spite of that fact it is still our most popular local Magnolia. 3" pots. ----- 35.00  
4" pots. ----- 50.00

**soulangeana alexandrina** (Alexander Saucer Magnolia. 15 to 18') pH 5.0 to 7.0. One of the best growers of the Chinese Magnolias. Blooms are darker in color and somewhat later to appear. 3" pots. ----- 35.00  
4" pots. ----- 50.00

**soulangeana nigra** (Purple Magnolia. 15 to 18') pH 5.0 to 7.0. Dark purple outside white inside of flowers in early June. This one is always satisfactory with us, because it misses our last freeze. 3" pots. ----- 35.00  
4" pots. ----- 50.00

**stellata** (Star Magnolia. 8 to 10') pH 5.0 to 7.0. Fragrant semi-double star shaped white flowers in mid-April before leaves. One of the higher priced Magnolias. 3" pots. ----- 35.00

**stellata rubra.** Dark pink form of stellata. 3" pots. ----- 35.00

**waterlily** (8 to 10') pH 5.0 to 7.0. A hybrid of *M. stellata* and *M. soulangeana*. Blooms mid-May with large many petaled flowers. New and distinct. 3" pots. 35.00

**TSUGA canadensis** (Canadian Hemlock. 90') pH 5.0 to 6.5. Hardy from Nova Scotia to Minnesota. Tree grows very large if left untrimmed, but can be kept 3 to 4' tall for many years if so desired. One of the most popular landscape evergreens. 3" pots ----- 18.00

**VIBURNUM lantana** (Wayfaring Tree. 15') pH 6.0 to 7.5. Very hardy large bush with flat clusters of flowers in mid-May, followed by berries which turn slowly green to red and then black in winter. Birds love them. Does well in poorer dry soil. — 3" pots. ----- 15.00





NEW

NEW



## AUGUSTINE ASCENDING ELMS

We are licensed by the Augustine Ascending Elm Associates, Inc. of 932 E. 50th Street, Chicago 15, Illinois to propagate and offer liners of this rugged and highly desirable tree. Sturdy, rapid growing, columnar tree. One of the very finest as a street tree, for Parks, Schools, cemeteries, etc. where tall growing trees are desirable. Columnar, upright habit, with strong upright branches.

3" pot grafts (units of 20) 15 to 24"

20 or 40 @ \$1.75 ea.

60, 80 or 100 @ \$1.50 ea.

120 to 300 @ \$1.25 ea.

### *Special List*

#### NEW VARIETIES: SMALL LOTS ODDS AND ENDS

A number of items in this "Special List" are overages left in cases where special merchandise was produced for special customers. Suppose we get a contract for 2000 Juniper Grafts of 10 varieties. Most times extra grafts are made to hedge on any which may not "take". So there are usually some left over when the order is filled.

In other cases, cuttings or scions of new varieties are scarce, and after we have selected what we need for stock-block plantings, a few are left.

The point being made here is that this Special List offers a large assortment of good items. Most are in comparatively small quantities, and therefore are not offered in our regular price list.

Write for this Special List if you are interested in new and different items.



**GINKGO biloba 'Autumn Gold'** (A new male "Maidenhairtree". Height ?) pH 5.5 to 7.5. Ginkgo biloba is one of the most attractive street, park, or yard trees. It has a most interesting and romantic history. Because of the foul-smelling seed pods borne by the female trees of this species, it has been used in a very limited way. 'Autumn Gold' a new cultivar selected by the Saratoga Horticultural Foundation is a male tree, which of course, does not bear fruits. It grows faster than most Ginkgos, is winter hardy in the



## **GINKGO BILOBA 'AUTUMN GOLD'**

*(Trade Mark Registered ®)*

**Introduction of Saratoga Horticultural Foundation  
Saratoga, California**

north, has good green, attractive foliage in summer, and one of the brightest golden fall colorings. The parent tree is now about 25 years old, 39 feet tall, with a crown diameter of approximately 20 feet and a trunk approximately 12" in diameter. Propagating rights are reserved by Saratoga Horticultural Foundation and we are exclusive propagators of this cultivar in the states we cover.

Grafts in 3" pots. ----- 60.00





**PYRACANTHA angustifolia 'Gnome'** — Patent Pending. Offered for first time, this new Pyracantha is a low growing, spreading plant, rarely more than 30 to 36" tall, but spreading 5 to 6 ft. Large orange-red berries in profusion. One of the finest new Pyracanthas we have seen. Limited quantity. — 3" potted plants. -----

65.00

## Our Truck Delivery Service



We deliver right to your door! Whether you are downtown or up in the hills, next to the crow's nest, we bring your shipment right to you, unless you come here for it. And do our good customers love this wonderful delivery service!

Look at the rates. If you do a little figuring, you will quickly see that we charge only  $\frac{1}{3}$  to  $\frac{1}{5}$  of present day Railway Express. You save a lot of money on transportation and the stock is fresh and beautiful. You have no packing charges to pay.

Lest we leave the impression that this truck delivery service, at these low, low rates is the result of a magnanimous and swollen heart, we hasten to set the matter straight. This ultra-modern service is nothing more than practical, hardheaded business.

By eliminating unnecessary costs, and cutting transportation charges to the bone for you we keep you from needless spending of money. That gives you really good reason to buy from us.

Several favors we ask of you. First, when you send us your order, tell us where you are located. Even if we have delivered to you many times before, please tell us again. (A drawn sketch or map will help a lot.) A different driver may have the stock this time, and it will save much time for him to be able to drive right to your place.

Secondly, give us your telephone number so the driver can call if he has difficulty locating you, or is going to be late.

Third, our driver will likely call ahead if he is going to be late. If he arrives in the wee hours, because of unexpected delays, don't sic the dogs on him. Instead, please see that he gets unloaded. He works on an hourly basis, plus a bonus, and he is anxious to keep going. Thank you.





Here are samples. The rates are for a flatfull of plants. A flatfull is any one of the following;

- 50 — 2" bands
- 24 — 3" bands
- 12 — 4" bands
- 20 — 3" clay pots
- 11 — 4" clay pots
- 6 — 5" clay pots

Minimum charge for a stop is \$2.00. Rate A is per flat for any number of flats up to and including 19 flats; rate B is for 20 to 99 flats; Rate C is for 100 to 269 flats; Rate D is for 270 flats or more.

| CONNECTICUT: | A   | B   | C   | D   |
|--------------|-----|-----|-----|-----|
| Bridgeport   | .75 | .67 | .50 | .34 |
| Danielson    | .83 | .74 | .55 | .37 |
| Hartford     | .79 | .70 | .53 | .35 |
| New London   | .79 | .70 | .53 | .35 |
| Putnam       | .83 | .74 | .55 | .37 |
| Torrington   | .75 | .67 | .50 | .34 |
| Waterbury    | .75 | .67 | .50 | .34 |

| DELAWARE   | A   | B   | C   | D   |
|------------|-----|-----|-----|-----|
| Dover      | .53 | .47 | .35 | .24 |
| Milford    | .59 | .52 | .39 | .26 |
| Selbyville | .59 | .52 | .39 | .26 |
| Wilmington | .53 | .47 | .35 | .24 |

| ILLINOIS:    | A    | B   | C   | D   |
|--------------|------|-----|-----|-----|
| Bellville    | 1.05 | .93 | .70 | .47 |
| Bloomington  | 1.01 | .90 | .68 | .45 |
| Cairo        | 1.09 | .97 | .73 | .49 |
| Centralia    | 1.05 | .93 | .70 | .47 |
| Chicago      | 1.01 | .90 | .68 | .45 |
| Freeport     | 1.09 | .97 | .73 | .49 |
| Jacksonville | 1.09 | .97 | .73 | .49 |
| Joliet       | 1.05 | .93 | .70 | .47 |
| Lincoln      | 1.05 | .93 | .70 | .47 |
| Mount Vernon | 1.05 | .93 | .70 | .47 |
| Paris        | .98  | .87 | .65 | .44 |
| Peoria       | 1.05 | .93 | .70 | .47 |
| Rock Island  | 1.09 | .97 | .73 | .49 |
| Springfield  | 1.05 | .93 | .70 | .47 |

| INDIANA:     | A    | B   | C   | D   |
|--------------|------|-----|-----|-----|
| Bedford      | .98  | .87 | .65 | .44 |
| Connersville | .90  | .80 | .60 | .40 |
| Elkhart      | .90  | .80 | .60 | .40 |
| Evansville   | 1.01 | .90 | .68 | .45 |
| Indianapolis | .90  | .80 | .60 | .40 |
| Lafayette    | .94  | .83 | .63 | .42 |
| Muncie       | .90  | .80 | .60 | .40 |
| New Albany   | .94  | .83 | .63 | .42 |
| South Bend   | .98  | .87 | .65 | .44 |
| Terra Haute  | .98  | .87 | .65 | .44 |
| Valparaiso   | 1.01 | .90 | .68 | .45 |
| Vincennes    | 1.01 | .90 | .68 | .45 |

| IOWA:      | A    | B    | C   | D   |
|------------|------|------|-----|-----|
| Davenport  | 1.09 | .97  | .73 | .49 |
| Des Moines | 1.24 | 1.10 | .82 | .55 |
| Sioux City | 1.39 | 1.23 | .92 | .62 |





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|                  | A    | B    | C   | D   |
|------------------|------|------|-----|-----|
| <b>KENTUCKY:</b> |      |      |     |     |
| Ashland          | .79  | .70  | .53 | .35 |
| Covington        | .83  | .74  | .55 | .37 |
| Frankfort        | .86  | .77  | .58 | .39 |
| Louisville       | .94  | .83  | .63 | .42 |
| Brandenburg      | .98  | .87  | .65 | .44 |
| Henderson        | 1.01 | .90  | .68 | .45 |
| Hopkinsville     | 1.05 | .93  | .70 | .47 |
| Paducah          | 1.09 | .97  | .73 | .49 |
| Mayfield         | 1.13 | 1.00 | .75 | .50 |

|               |      |      |     |     |
|---------------|------|------|-----|-----|
| <b>MAINE:</b> |      |      |     |     |
| Bangor        | 1.01 | .90  | .68 | .45 |
| Brunswick     | .90  | .80  | .60 | .40 |
| Presque Isle  | 1.13 | 1.00 | .75 | .50 |
| Sanford       | .86  | .77  | .58 | .39 |
| Waterville    | .94  | .83  | .63 | .42 |

|                  |     |     |     |     |
|------------------|-----|-----|-----|-----|
| <b>MARYLAND:</b> |     |     |     |     |
| Annapolis        | .48 | .42 | .32 | .21 |
| Baltimore        | .42 | .37 | .28 | .19 |
| Cambridge        | .48 | .42 | .32 | .21 |
| Cumberland       | .42 | .37 | .28 | .19 |
| Frederick        | .36 | .32 | .24 | .16 |
| Salisbury        | .59 | .52 | .39 | .26 |

|                       |     |     |     |     |
|-----------------------|-----|-----|-----|-----|
| <b>MASSACHUSETTS:</b> |     |     |     |     |
| Boston                | .83 | .74 | .55 | .37 |
| Fall River            | .83 | .74 | .55 | .37 |
| Great Barrington      | .75 | .67 | .50 | .34 |
| Newburyport           | .86 | .77 | .58 | .39 |
| Northampton           | .79 | .70 | .53 | .35 |
| Plymouth              | .86 | .77 | .58 | .39 |
| Rockland              | .83 | .74 | .55 | .37 |
| Springfield           | .79 | .70 | .53 | .35 |
| Worcester             | .83 | .74 | .55 | .37 |

|                  |      |     |     |     |
|------------------|------|-----|-----|-----|
| <b>MICHIGAN:</b> |      |     |     |     |
| Adrian           | .90  | .80 | .60 | .40 |
| Ann Arbor        | .90  | .80 | .60 | .40 |
| Bay City         | .94  | .83 | .63 | .42 |
| Cadillac         | 1.01 | .90 | .68 | .45 |
| Cheboygan        | 1.05 | .93 | .70 | .47 |
| Detroit          | .90  | .80 | .60 | .40 |
| Flint            | .94  | .83 | .63 | .42 |
| Lansing          | .90  | .80 | .60 | .40 |
| Muskegon         | .98  | .87 | .65 | .44 |

|                      |     |     |     |     |
|----------------------|-----|-----|-----|-----|
| <b>NEW HAMSHIRE:</b> |     |     |     |     |
| Berlin               | .94 | .83 | .63 | .42 |
| Franklin             | .86 | .77 | .58 | .39 |
| Keene                | .79 | .70 | .53 | .35 |
| Lebanon              | .83 | .74 | .55 | .37 |
| Manchester           | .83 | .74 | .55 | .37 |
| Rochester            | .86 | .77 | .58 | .39 |

|                    |     |     |     |     |
|--------------------|-----|-----|-----|-----|
| <b>NEW JERSEY:</b> |     |     |     |     |
| Camden             | .53 | .47 | .35 | .24 |
| Elizabeth          | .64 | .57 | .43 | .29 |
| Newton             | .70 | .62 | .47 | .31 |
| Ocean City         | .64 | .57 | .43 | .29 |
| Trenton            | .64 | .57 | .43 | .29 |

|                  |     |     |     |     |
|------------------|-----|-----|-----|-----|
| <b>NEW YORK:</b> |     |     |     |     |
| Albany           | .75 | .67 | .50 | .34 |
| Babylon          | .64 | .57 | .43 | .29 |
| Binghampton      | .70 | .62 | .47 | .31 |
| Buffalo          | .70 | .62 | .47 | .31 |
| Elmira           | .64 | .57 | .43 | .29 |
| New York City    | .64 | .57 | .43 | .29 |



| NEW YORK: (Continued) | A   | B   | C   | D   |
|-----------------------|-----|-----|-----|-----|
| Ogenburg              | .83 | .74 | .55 | .37 |
| Plattsburg            | .86 | .77 | .58 | .39 |
| Poughkeepsie          | .75 | .67 | .50 | .34 |
| Rochester             | .70 | .62 | .47 | .31 |
| Utica                 | .75 | .67 | .50 | .34 |

#### OHIO:

|                |     |     |     |     |
|----------------|-----|-----|-----|-----|
| Ashtabula      | .75 | .67 | .50 | .34 |
| Cincinnati     | .83 | .74 | .55 | .37 |
| Cleveland      | .75 | .67 | .50 | .34 |
| Columbus       | .75 | .67 | .50 | .34 |
| Dayton         | .83 | .74 | .55 | .37 |
| Defiance       | .90 | .80 | .60 | .40 |
| East Liverpool | .64 | .57 | .43 | .29 |
| Mansfield      | .79 | .70 | .53 | .35 |
| Portsmouth     | .79 | .70 | .53 | .35 |
| Sandusky       | .79 | .70 | .53 | .35 |
| Springfield    | .83 | .74 | .55 | .37 |
| Toledo         | .86 | .77 | .58 | .39 |
| Wooster        | .70 | .62 | .47 | .31 |

#### PENNSYLVANIA:

|              |     |     |     |     |
|--------------|-----|-----|-----|-----|
| Bradford     | .64 | .57 | .43 | .29 |
| Carbondale   | .64 | .57 | .43 | .29 |
| Easton       | .53 | .47 | .35 | .24 |
| Johnstown    | .48 | .42 | .32 | .21 |
| Lock Haven   | .59 | .52 | .39 | .26 |
| Philadelphia | .53 | .47 | .35 | .24 |
| Punxsutawney | .48 | .42 | .32 | .21 |
| Sharon       | .75 | .67 | .50 | .34 |
| Washington   | .64 | .57 | .43 | .29 |
| Williamsport | .59 | .52 | .39 | .26 |

#### RHODE ISLAND:

|           |     |     |     |     |
|-----------|-----|-----|-----|-----|
| Any Point | .83 | .74 | .55 | .37 |
|-----------|-----|-----|-----|-----|

#### VIRGINIA:

|            |     |     |     |     |
|------------|-----|-----|-----|-----|
| Alexandria | .42 | .37 | .28 | .19 |
| Bristol    | .79 | .70 | .53 | .35 |
| Petersburg | .53 | .47 | .35 | .24 |
| Roanoke    | .59 | .52 | .39 | .26 |
| Suffolk    | .64 | .57 | .43 | .29 |
| Winchester | .39 | .35 | .26 | .18 |

#### WEST VIRGINIA:

|             |     |     |     |     |
|-------------|-----|-----|-----|-----|
| Charleston  | .75 | .67 | .50 | .34 |
| Clarksburg  | .59 | .62 | .39 | .31 |
| Huntington  | .79 | .70 | .53 | .35 |
| Martinsburg | .39 | .35 | .26 | .18 |
| Morgantown  | .53 | .47 | .35 | .24 |
| Parkersburg | .70 | .62 | .47 | .31 |
| Princeton   | .70 | .62 | .47 | .31 |
| Wheeling    | .64 | .57 | .43 | .28 |

### YOU CAN'T GET JAPANESE BEETLES FROM US!

Everything we have on the place, including stock in pots, bands and in the field is certified by the U. S. D. A. to be free of Japanese Beetles. Ask for certificate if your's is a certified nursery.





# YOU CAN HELP KILL "SUCKER BAIT" ADVERTISING

## HERE IS HOW!

1. Join your State Nursery Association. (See below)
2. On all of your signs, literature, newspaper advertising, catalogs, etc., display your State Nursery Emblem. (See below)
3. On all signs, etc. immediately after or below your firm name have printed "Member of \_\_\_\_\_ State Nursery Association." (See below)
4. From your State Nursery Ass'n. Secretary, get several copies of the Ass'n's. "Code of Ethics" and display them where customers can see them. (See below)
5. When you run across a suspicious looking ad, circle it and tear out the whole page, and send it to your State Nursery Ass'n. Sec. (See below)
6. After a reply from the Secretary, call or write the publisher of the paper or magazine from which the ad was taken. (See below)

You can handle or use "Name Brands" of Grass Seeds, Fertilizers, Sprays, etc., but how can you "Name Brand" an evergreen or a shade tree? So, "Name Brand" yourself by keeping before the public the State Association label. It will pay to include the Ass'n. "Code of Ethics" in your advertising from time to time. Let the world know that the emblem means fair and honest customer treatment at your establishment.

Some days ago while we had our jaws locked open with a bronco bit, our family dentist who is something of an amateur gardner and wiseacre, cracked: "You confounded nurserymen are sure trying hard to deserve a lousy reputation". Then came the story. \$9.95 for three "fabulous, exotic" plants. Spindly rooted cuttings received, very few roots, one dead on arrival; second died soon. Third one lived and bloomed with a nondescript, weedy looking flower. Some half dozen of his neighbors were taken in on the same ad.

Evidently enjoying our helpless squirming he went on to remind us of the Federal Trade Commission's prosecutions, enjoinsments, warnings, etc. of nurserymen.

Gentlemen, while his remarks were those of a friend who was getting a big kick out of needling us while we couldn't fight back, the tragic fact is that his statements are all too true. The whole industry is getting and deserving a bad reputation. And only because we permit in our midst a few parasites who are out to make a fast buck by taking advantage of the inexperience and lack of knowledge of homeowners.

Most people know much about many products. When it comes to nursery stock, a large percentage of



homeowners are "babes in the woods". They are prime suckers for the unprincipled promoter. He checks all business fields again and again for soft spots. Nursery stock, with its unpronounceable names and massive clouds of misinformation that have been written and told about it, is just his dish. So he becomes a nurseryman. He gets a dealers' certificate and he is immediately your brother nurseryman. He needs only enough investment cash to pay for his first big ads. He buys a quarter or half page in a large circulation paper, and tells an absolutely false, untrue, and fantastic story about a plant, or plants. Orders with money attached come in.

He cheats a lot of people. Many won't complain because they are ashamed to admit that they have been so gullible as to have been sucked in. A few get downright mad and report to the P. O. Department or to the Federal Trade Commission. That does some good. At the same time it hurts the industry as a whole. Many of the victims decide that ALL nurserymen are crooks. Newspapers and magazines play up the F. T. C. "desist orders" and prosecutions. They should. Their articles pre-warn others who might become victimized. At the same time, the bad publicity hurts the whole industry.

Do your part to help keep these fakers out of our business. Join your State Nursery Association. If you don't know who to contact, write us, and we will be happy to tell you where and how to apply.

You need your State Nursery Ass'n. far more than it needs you. You will contribute only a few dollars per year, and possibly an idea now and then. Your Ass'n. protects you from unfair and unfavorable legislation, both State and National. But for your Ass'n. you would now be paying taxes on growing plants in your fields. Your Ass'n. has kept both State and National governments out of the Nursery business. Your Ass'n. watches over your interests for you. Your Ass'n. demands that you be a responsible businessman. It is an honor, not a right, to belong.

Apply at once, if you are not already a member. Your Ass'n. will supply a copy of its emblem upon request. Use it, because it tells the world that you can be trusted as a fair and honest merchant.

When you see an ad that misrepresents nursery stock send it to the Ass'n. Secretary. Circle it and send him the whole page. Thus he has the date and name of the publication. He will likely tell you by return mail if the ad is fraudulent. If so, he will forward it to the American Ass'n. of Nurserymen's Headquarters in Washington, D. C. They will likely call in an F. T. C. representative who in turn will act promptly to determine spuriousness of the ad and take action to stop it. Ask for copies of letters by your State Ass'n. Secretary, and the AAN. Mail or take these copies to the editor of the publication, that carried the ad. Publishers don't want this kind of advertising, but they have difficulty sorting the good from the bad.

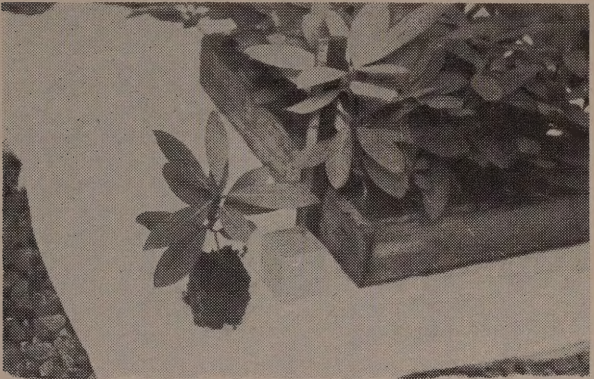
Keep your Ass'n. emblem before the people. That is your easiest and simplest method of telling the public, "I am a qualified and honest nurseryman".





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Each year we produce hundreds of thousands of Species Azaleas, Rhododendrons, etc.



These are seedlings of Rhododendrons from seeds collected from Red Flowering plants.

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## PATENT NOTICE

Several items in this list are patented. In each case in the descriptive matter, the U. S. Patent number is cited. The prices shown include the royalty, and no further charges will be assessed. In no case does the patent holder of any of these items require you to sell at any specified wholesale or retail minimum prices. You set your own selling prices.

You are not permitted, however to propagate any of these patented items, either from cuttings, grafts, or otherwise for either your own use or for sale. It is only under this condition that these patented items are sold.

Because of differences in growing conditions, grading, etc., from nursery to nursery, we have always felt that established or required prices on patented shrubs or evergreens, either wholesale or retail, mean little or nothing. It is easy to overgrade or undergrade, and thus defeat the purpose of established prices.

So, in getting agreements from the various patent holders to require that our quoted prices for the liners shall include all of their royalties, and to forget your selling price angle, we believe we have overcome the major objections to patented plants.

## LOOK FOR THESE NEW ITEMS:

AUGUSTINE Ascending Elm. Page 31.

GINKGO biloba (male) 'Autumn Gold'. Page 32.

PYRACANTHA angustifolia 'Gnome'. Page 33.

Write for **SPECIAL LIST** of  
Small Lots; New and Scarce;  
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